TRADE AND INDUSTRY

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DTI—the first year

The White Paper on Government re-organisation, which announced the setting up of the Department of Trade and Industry, was published in October 1970. On the first anniversary of the DTI, the Secretary of State for Trade and Industry, Mr. John Davies, writes:

The DTI's objective, set in last October's White Paper, is to help 'British industry and commerce to improve their economic and technological strength and competitiveness'. Given these guidelines two consequences follow.

First, whatever the pressures, in day-to-day decisions we must go for viable solutions. We cannot afford short-term expedients liable to lead to worse trouble for workers, firms or whole regions once the next corner is turned.

Second, we must get major policies right. They must be based on thorough considerations. And they must be such as to liberate energies, in the private and public sectors, so that the expansion now developing in industry can be the prelude to a new era of faster economic growth.

At the end of its first year the Department has many achievements to its credit. They are summarised in the accompanying article. But, if anything, greater importance attaches to our preparations for the next phase. We have been busy with a whole range of major policy reviews. These include regional policies, nuclear and other energy policies, the nationalised industries and their financing, aerospace, competition policy, consumer protection and company law. In the DTI's second year these policies will start coming to fruition. We are poised for action and still more constructive work.

The Department has also played a major part in the negotiations for entry into the EEC. From 1973 onwards the enlarged Community will open up new responsibilities for DTI and a whole new dimension of opportunities for British trade and industry. For its part, the Department will do all it can to ensure that British firms are in position to take the fullest advantage of these opportunities.

MAJOR DTI DEVELOPMENTS SINCE OCTOBER 1970

Aerospace

The aerospace industry

In May, the Ministry of Aviation Supply was dissolved and its defence supply responsibilities transferred to the Procurement Executive of MoD, while general Government responsibility for the aerospace industry, together with support for civil aircraft was transferred to the DTI.

Concorde

British and French ministers examined the progress of the Concorde programme in April. They agreed to manufacture another four aircraft (Nos. 7-10) and materials with long delivery times for a further six.

Space

The first phase of a review of the National Space Technology Programme has been concluded. Among other things it has been decided to terminate the Black Arrow Launcher Programme later this year after the launching of the X3 satellite from Woomera, Australia.

RB 211

Following the enactment of legislation in February providing for the acquisition by the Crown of the aero engine assets of Rolls Royce Ltd., Rolls Royce (1971) Ltd. took over the running of the RB 211 project in May. After lengthy and complex negotiations with the Lockheed Aircraft Corporation and the airline customers conditions have been established for the continued development and production of the engine, including the provision of US Government bank loans to Lockheed. Work on the RB 211 is now continuing at full pace to enable the Tristar to go into service in the first half of 1972.

European Communities

THE Department has played a major part in the negotiations for accession to the European Communities.

Other overseas matters

Generalised tariff preferences

Decision to introduce by January 1, 1972 generalised tariff preferences for manufactured goods and certain processed agricultural products of developing countries.

Export promotion

Decision to integrate the British National Export Council with the export promotion work of the DTI under a new British Export Board, the Board to consist of businessmen with representation from the DTI and FCO. The Board is expected to be fully operational by January 1972.

New trade and technological agreements

These included an agreement between the United Kingdom and Poland covering the period up to December 31, 1974.

(continued on next page)

DTI—the first year—continued

Improved export recording

A new scheme for the recording of exports, based on proposals by the Simplification of International Trade Procedures Board, is being adopted as from October.

Investment in developing countries

Decision to introduce new arrangements, including a new scheme to be administered by ECGD for insuring overseas investment, to encourage British overseas investment primarily in developing countries.

Regional policy

Improvements have been made in assistance available under the Local Employment Acts to reinforce other Government measures to stimulate investment in the regions.

New special development areas have been created in Scotland, the North of England and Wales. Operational grants have been improved in the special development areas generally.

Extensions to the intermediate areas have been announced.

£1 million granted to Tourist Boards for financial assistance to tourist projects in development areas.

DTI regional organisation

A new regional organisation combining the regional organisations of the former Board of Trade and Ministry of Technology has been established.

Private industry

Computers

The Government has made clear the importance it attaches to a competitive computer manufacturing industry in Britain and within it a substantial British-owned element.

It announced a range of Government measures in support of the activities of International Computers Limited, including a Government procurement policy which is designed to strengthen the company's commercial position, retention of the Government's shareholding in the company and continuaton of the Advanced Computer Technology Project.

Shipbuilding and ship-repairing

Legislation has been enacted to raise from £400 million to £700 million the statutory ceiling on the Secretary of State's powers to give guarantees under the Shipbuilding Industry Acts.

It has been decided to introduce legislation to enable shipbuilding credit guarantees to continue to be given after the Shipbuilding Industry Board ceases to exist at the end of this year. The limit is to be raised from £700 million to £1,000 million.

Minerals

Plans have been announced for financial support to be given to approved projects by the Government, who will pay 35 per cent of exploration and evaluation costs for non-ferrous metal ores, fluorspar, barium minerals and potash in Great Britain.

Continental shelf petroleum production

The fourth round of licensing, including a small competitive tendering element, was announced.

IRC and the Industrial Expansion Act

Legislation has been enacted to dissolve the Industrial Reorganisation Corporation and to terminate the powers to make industrial investment schemes under the Industrial Expansion Act 1968.

Competition policy and consumer protection

Competition policy

Measures have been announced to strengthen machinery for promoting competition in industry and for providing safeguards against the abuse of market power. Legislation is to be introduced to widen the scope and powers of the Monopolies Commission, to which a series of new references were made in the course of the year. A review has also been carried out of the restrictive trade practices legislation.

Consumer protection

With the support of the Department a Private Member's Bill was enacted making provision for the greater protection of persons receiving unsolicited goods or services.

Investment grants

The Government decided to replace investment grants by tax allowances and reductions. Legislation has been enacted to abolish investment grants for expenditure incurred after October 26, 1970, unless incurred under a contract made on or before that date.

Nationalised industries

Iron and steel

Decision to maintain in the British Steel Corporation the present responsibilities for bulk iron and steel making activities.

Agreement has also been reached between the DTI, the Corporation and other interested parties on plans for restructuring the boundaries between the public and private sectors of the industry.

A price increase of 14 per cent proposed by the Corporation in the early part of 1971 was reduced to 7 per cent.

Following completion of the first phase of a review into the financial position and development plans of the Corporation, the capital expenditure approval for the current year has been increased by £40 million to about £260 million and the Corporation has been required to limit its loss to £100 million.

Atomic energy

Under the Atomic Energy Authority Act 1971 the assets and liabilities of UKAEA's commercial production activities have been transferred to British Nuclear Fuels Ltd. and The Radio Chemical Centre Ltd.

A decision has been taken, subject to the necessary legislation, to transfer the Atomic Weapons Research Establishment from the UKAEA to the Ministry of Defence.

Tripartite gas centrifuge agreement

The operative stage of the collaboration with the Netherlands and West Germany on the gas centrifuge process for enriching uranium has now commenced with the formation of two international companies; URENCO with headquarters in the UK and CENTEC (the prime contractor) with headquarters in West Germany.

Coal

Legislation has been enacted (The Coal Industry Act 1971) extending the special redundancy scheme for miners and the powers to assist the NCB with the social costs of pit closures, and introducing new powers to give directions to the NCB in connection with non-colliery activities.

Gas

It has been decided to introduce legislation to establish a British Gas Corporation combining the responsibilities of the Gas Council and the Area Boards.

Civil aviation

London's airports

Decision to site the Third London Airport at Foulness in substantial measure for environmental reasons; the new airport to be operational in 1980. The future policy for London's airports generally, taking account of this decision has also been announced.

Air traffic control

Stage I of the Mediator Air Traffic Control system at the London Airport Air Traffic Control Centre has been successfully brought into operation.

Civil Aviation Act

Legislation has been enacted to set up a Civil Aviation Authority which will become responsible for the economic, technical and operational regulation of the British civil aviation industry, and for providing air navigation services. It also sets up the British Airways Board to exercise control over BOAC and BEA and their subsidiaries. Both organisations are expected to take over their responsibilities early next year.

The Second Force Airline

All the routes to be transferred from the Air Corporations to the Second Force Airline have been announced and are in operation by British Caledonian Airways, except for Gatwick to Paris which is due to start shortly.

Conduct of relations with other countries

Revised arrangements for air services have been reached with Italy and an air service agreement negotiated with Romania.

Warsaw Convention

An international Conference in Guatemala has produced a new protocol, which we have signed, revising the Warsaw Convention which governs the liability of an airline in respect of death or injury suffered by its passengers.

Hijacking

Legislation has been enacted enabling us to ratify the Hague Convention for the suppression of unlawful seizure of aircraft. In addition a new Convention has been signed which deals with sabotage and other acts of unlawful interference against civil aviation.

Belfast (Aldergrove) and Edinburgh (Turnhouse)

Aldergrove Airport has been transferred to the Northern Ireland Transport Holding Company, and Turnhouse Airport to the British Airports Authority.

Shipping

Oil pollution

Legislation (the Oil in Navigable Waters Act 1971) has been enacted to give the Government new and extended powers to control oil pollution of the sea. As a result of this the Government has been able to ratify the 1969 amendments to the International Convention for the prevention of pollution of the sea by oil 1954.

Legislation (the Merchant Shipping Oil Pollution Act) has been enacted to enable the Government to give effect to the International Convention on civil liability for oil pollution damage agreed at Brussels in 1969.

Navigation in the Channel

The Maritime Safety Committee of IMCO has accepted a UK proposal that the traffic separation schemes in the English Channel should be made mandatory.

At a conference between the UK, Belgium, France and the Netherlands, it was agreed that France and the UK should undertake further studies of the problems in the Channel and also that there should be a regional search and rescue agreement covering the Channel and the southern North Sea.

The DTI has set up a radar surveillance station to monitor in co-operation with the French Authorities the movement of shipping through the Dover Straits.

Marine survey services

Revised fees were introduced on May 1 to secure 100 per cent recovery of the costs of those marine survey services for which fees are charged. In the light of public reactions, the fees were cut in July by 50 per cent for the year ending April 30, 1972 and the whole fees structure is being further reviewed.

Air/sea rescue

As an experiment, the DTI is providing, through a commercial operator, a helicopter air/sea rescue service from Manston in Kent.

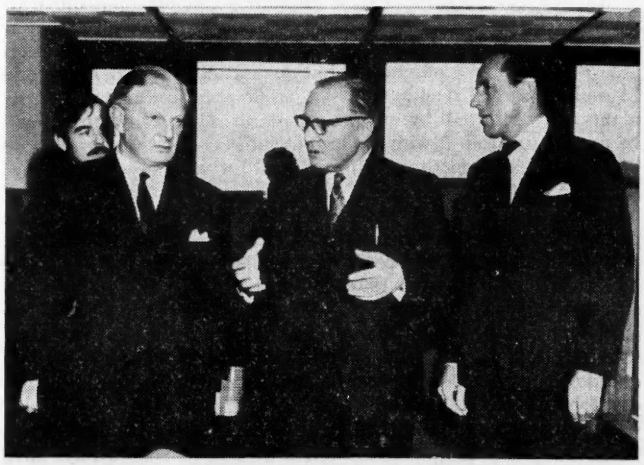
The DTI has also arranged to provide long range helicopters for air/sea rescue off the North East coast of Scotland.

Code of conference practice

The International Conference of Ministers responsible for shipping in the United Kingdom, 11 other Western European Governments and Japan agreed that ship-owners in the countries concerned should be asked to prepare a code of conference practice and to submit it to them for approval.

Carriage of goods by sea

A DTI-supported Private Member's Bill has been enacted which will enable the United Kingdom to ratify amendments to the Hague Rules concerning carriage of goods by sea agreed in a protocol signed in 1968.



Mr. John Davies, Secretary of State for Trade and Industry, officially opened the new RHM Centre on October 11. Seen here touring the building, which houses 400 people, are (left to right): Mr. Davies, Mr. Geoffrey Wisden of RHM, and Mr. Joseph Rank, chairman of RHM.

Sir John Eden speaks of reclamation's key role in Britain's economy

ADDRESSING the annual dinner of the British Scrap Federation in London, on October 14, the Minister for Industry, Sir John Eden said:

'Everyone today is concerned about the quality of our environment, the rapid rate at which we are using up the world's natural resources, and the dereliction that has been caused to so much of our country.

'In 1970 the iron and steel industry in this country used a record 21 million tons of ferrous scrap—about half of which was supplied by members of your Federation. We have all long benefited from the efficiency of the British scrap industry in maximising the collection and processing of this valuable—but potentially blighting —indigenous raw material.

'The ferrous scrap industry is, of course, only part—albeit a most important part—of a whole group of reclamation industries in this country which together play a key tole in the country's economy and in protecting our surroundings. The total annual value of reclaimed materials is over £1,000 million much of which represents import savings. I very much welcomed, therefore, the establishment recently of the Reclamation Industries Council to bring together in a single forum all the major reclamation trades.

'Scrap merchants are well used to competition even though international trade has been severely restricted by successive Governments. I know that some here feel that greater freedom to export would have been justified and would have directly benefited both the producers of scrap and the balance of payments. But whatever the truth of this, it is quite clear that our forthcoming entry into the European Community is bound to bring major changes in scrap marketing. The voluntary agreement between your Federation and the steel industry is not likely to operate beyond January 1973, and from January 1975 trade between this country and the Community must be free and is in any case likely to be virtually unrestricted long before this.

'These moves towards greater freedom in international trade in scrap will, of course, be mirrored in the steel industry itself. The introduction of large bulk carriers and the exploitation of iron ore and coal deposits in such countries as Australia have resulted in a large increase in international trade in these raw materials. Japan, about which we seem to read almost daily in our neswpapers nowadays, has led the way here. As the means for moving these raw materials develop and local resources in the older steel-making countries become progressively insufficient, this international trade can be expected to grow rapidly. Our membership of the Community will be just one instance of this trend towards greater international interdependence in the steel and associated industries.

'Against this background it is absolutely essential that our own steel industry should be strong and able to supply steel at a competitive price to British industry. The British Steel Corporation inherited a diversity of assets at nationalisation. In 1970/71 it made 25 million tons of steel at no less than 36 sites so that typically its plants are very small by modern standards. Heavy investment will be needed to equip it with modern facilities comparable with those of most of its competitors. This will call for very large borrowings from the Exchequer and it was for this reason that the Government felt it must carry out jointly with the Corporation a thorough review of its financial position and development plans. The first part of the review was completed earlier in the year when we increased investment for 1971/72 by about £40 million to some £225 million at last year's prices. This is equivalent to about £260 million at current prices. The second half of the review is concerned with the long-term development of the industry over the coming decade. Among the issues it will need to consider are the further development of the "heritage" sites, the extent to which the industry will need to concentrate production at a few key sites, and greenfield versus brownfield works. And in all this we shall always have to bear in mind the very important social and regional consequences of the decisions that will be taken.

'I should make it quite clear that, contrary to recent speculation, the location of the next major steel development is not a closed issue and there is certainly no question of Hunterston being excluded from the sites under consideration.

'These issues are of vast economic importance to the steel industry and the nation as a whole. A very large works, for example, would cost something of the order of £1,000 million and in the decade as a whole the Corporation's total development programme might run to several times this figure. It is right, therefore, that we take time to do the job properly. But whatever the outcome of our review, one thing seems certain—the country's steel requirements and the generation of scrap is bound to increase so that there will be a growing need for your vital industry.'

International copyright: United Kingdom declaration under the revised Convention

AN article in *Trade and Industry* on August 12, 1971, described the settlement reached in July, in Paris, between the developed and developing countries members of the Berne and Universal Copyright Conventions. United Kingdom ratification of the revised Conventions will enevitably involve some delay. In the case of the Berne Convention prior legislation is required. However, that Convention contains a provision whereby it is open to a country to declare that it accepts the application, by developing countries, to its works, of the limited compulsory licensing provisions of the Paris (1971) Text which were described in the article of August 12. In order to reassure any developing country which might be uncertain of our ultimate intentions, the United Kingdom has taken advantage of this provision, and, by a formal declaration made on September 24, has accepted the application of those provisions to works of United Kingdom origin.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Councillor J. E. Ramm, of Thetford, and Mr. A. S. W. Newman, of Cambridge, to be members of the Eastern Gas Consultative Council.

Councillor A. M. Davies, of Kiveton Park, Sheffield, as deputy chairman of the Yorkshire Electricity Consultative Council (in succession to Mr. W. J. Moorhouse, who is shortly to retire); and Mr. N. Shaw, of Beverley, as a member of the same Council. Mr. F. L. Parkin is retiring from Council membership.

Councillor A. G. Wilkinson of Bletchley to be a member of the Southern Gas Consultative Council.

Mr. E. S. Booth to be re-appointed as a part-time member of the United Kingdom Atomic Energy Authority.

National Coal Board re-appointments

THE Secretary of State for Trade and Industry has authorised the re-appointment of Mr. John Marsh and Mr. Jack Peel as part-time members of the National Coal Board with effect from January 1, 1972.

Mr. Henry John Marsh, is director-general of the British Institute of Management and has been a part-time member of the National Coal Board since January 1, 1969.

Mr. Jack Armitage Peel, is general secretary of the National Union of Dyers, Bleachers and Textile Workers, and has been a part-time member of the National Coal Board since January 1, 1969.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed acquisition of A & S Henry & Co. Ltd., by either the Great Universal Stores Ltd., or United Drapery Stores Ltd.

The Department also announce that it is not their intention to refer to the Commission, the proposed merger between Tarmac Ltd. and Limmer Holdings Ltd.

Regional policy and the Community: the Community's concern with regional problems

THE economic policies of the nations of Western Europe have, throughout the period since the end of the Second World War, been marked by a growing awareness of the importance of balanced regional industrial development. When the six present members of the European Economic Community came together in 1957 to sign the Treaty of Rome, they confirmed their recognition of the need to ensure that all areas shared in the benefits of a common market by stating in the Preamble to the Treaty that one of the basic aims in setting up the Community was their desire to ensure 'their harmonious development by diminishing both the disparities between the various regions and the backwardness of the less favoured regions'. Both the individual member states and the Community have devoted an increasing proportion of their resources to the achievement of this aim, and solid progress has been made.

The Community have always recognised the predominant role of member governments in the formulation and implementation of policies to deal with regional problems. They have recognised that different countries have different problems, that there is no universal solution, and that in an enlarged Community new members will have regional preoccupations which may differ in kind from those of the Six. They see the role of the Community's institutions as that of complementing and helping to reconcile conflicting elements in national policies. In this situation the individual member states have developed, and are developing, a wide range of measures to tackle their regional problems—some measures very similar to those that have been adopted in the United Kingdom. There are favourable taxation arrangements, loans at preferential rates, building grants, retraining assistance, and even, in the case of France, a system of control in the congested areas of Paris and Lyons comparable with the industrial development certificate (i.d.c.) and office development permit (o.d.p.) controls in Britain (but reinforced by a special tax on construction when permits are forthcoming). As far as its complementing role is concerned, the Community has up to the present worked primarily through various Community institutions with regional responsibilities: the European Investment Bank, which has loaned $1,500 million for regional development purposes, the European Social Fund and the Funds of the ECSC, which have been used to retrain 400,000 workers and to inject over $1,000 million into modernisation projects and declining areas, and the Guidance Section of the Agricultural Fund (FEOGA).

Recent developments

The Commission has however been seeking to develop a more coherent approach to regional policy and has recently put forward for consideration by Member States a number of proposals, including the setting up of a Community Regional Development Committee, a regional development fund, and the identification of 'Agricultural Priority Areas'. In particular, the Commission has recently taken first steps towards safeguarding the interests of areas in pressing need of new investment against competition from more prosperous regions. To this end the Commission has proposed guidelines for investment aids. These are designed to ensure that the magnitude of regional assistance given is measureable and involves no hidden subsidies, and that in the more developed parts of the Community—the 'Central Areas'—it should in general not exceed a set proportion, presently proposed as 20 per cent, of total investment costs. The Community's objectives of attempting to ensure, first, that areas not in real need of assistance do not benefit at the expense of those which do need help and, secondly, that competition between countries for particular projects does not lead to indiscriminate bidding up of incentives must generally be welcomed. Moreover in relation to any developments within the Community in the period before our entry, we can ensure that account is taken of our interests as a future Member through arrangements which have been agreed for the period between the end of the negotiations and the date of entry. There are no reasons to think that after entry the United Kingdom could not continue to operate vigorous and effective measures to assist areas facing problems of unemployment or structural adjustment. The precise application of the Community's ideas about such questions as 'Central Areas' would of course, be a matter for determination between the United Kingdom Government and the Commission after entry. Thereafter, too, we should take a major part—along with the other nine members of an enlarged Community—in moulding regional policies to the benefit of all member states.

The regional implications of membership

Two questions arise in any discussion of the consequences of UK membership for the less prosperous areas of the country. First, could we expect to benefit from the various types of funds which exist in the Community to help promote better regional balance? Secondly, can the less prosperous areas of the country expect to be better off if the United

BRITAIN AND THE EEC

Previous articles in this series were published in the following issues of *Trade and Industry:*

Britain's application for EEC membership: progress of the negotiations: May 5.
The Treaty of Rome: an outline of its principal provisions: May 19.
The European Coal, Steel and Atomic Energy Communities: June 2.
The scope and form of Community Law: June 16.
Industrial policy and the Community: June 30.
The EEC and the free movement of labour: August 12.
Common Market transport policy: August 19.
Information and advice on the EEC available from the Department of Trade and Industry: September 2.
Common commercial policy of the EEC: September 9.
Technology and the Community: September 16.
Fair competition in the Community: September 30.

Kingdom is a member of the Community than if she is not? The answer to the first question is an unqualified 'Yes'. As a member of the Community we should be eligible for Community assistance for regional development purposes along with all other members, and in the circumstances of the United Kingdom it may be especially relevant to recall that the European Coal and Steel Community has funds to help bring new industry to regions where the contraction of the coal and steel industries causes unemployment and to aid retraining and resettlement of workers.

As to the regional benefits of entry, the Government has repeatedly affirmed its determination to see that all parts of the country share in the increasing national prosperity which membership of an enlarged Community will bring. The regional impact of entry—and, no less important, of non-entry—cannot of course be viewed in isolation from the national scene. Perhaps the outstanding lesson of recent years is that successful regional policies depend on a healthy national economy. Without steady overall economic growth the economy fails to generate the new projects which are essential if the process of renewing the industrial structure of the country is not to lag behind the inevitable contraction in certain industries and firms as a result of technological and market changes. If national economic growth is slow, then there is neither adequate employment growth in existing industry in the less prosperous areas nor the supply of new projects which can be encouraged to locate in areas where new investment is especially needed. This applies not simply to projects undertaken by British firms but also by firms with origins overseas.

It is, of course, not possible to predict with any degree of accuracy what the effect of membership of a wider market on industry in any particular part of the country will be, since the 'dynamic' effects of membership must depend on the extent to which individual firms, wherever they may be located, respond to the opportunities which access to a 'home' market of approaching 300 million people will bring. But the experience of the present Community and the overwhelming support for entry from industry in all parts of the country suggest that these effects will be positive and substantial and that they will be to the benefit of the regions as well as the country as a whole.

Nevertheless fears have been expressed that while an improved national economic performance may indeed be achieved, it will be more difficult to resist the 'pull' of the Southern part of Britain for new investment. Experience of the present Community does not bear out the view that prosperity of the more buoyant areas is reinforced at the expense of the peripheral areas. Indeed, regional disparities in regard to unemployment and to income levels in the countries of the present Community have in general been substantially reduced in recent years. The argument is also sometimes advanced that the free movement of capital will make it difficult to use the i.d.c. control as an instrument to encourage new projects to set up in the assisted areas of the UK, since firms would find it easier to locate their projects on the continent. However, foreign firms have all along been able to choose between a location in the UK and in the EEC, and it is significant that whereas both in 1958-61 and in 1966-9 the UK accounted for about 10 per cent of total US investment overseas, the share of US overseas investment in the EEC countries in these periods rose from 7 per cent to 18 per cent. With Britain as a member of an enlarged Community, US and other foreign firms would be able to gain tariff free access to the EEC from a British location and a major incentive to settle in the countries of the present Six would be removed. For such internationally mobile projects the UK assisted areas would be able to continue to offer significant inducements.

Certainly the free movement of capital may make it easier for firms who were so disposed to argue that if they could not locate a project in the South East, they would locate it in another EEC country. Yet in the past, British firms genuinely wishing to set up in the countries of the Community have not been prevented from doing so by the exchange controls and there is no reason to think that once Britain is a member of an enlarged Community British firms will lightly forgo all the advantages of locating in the UK.

It would not be right to claim that entry into the EEC would, of itself, solve all the problems of regional imbalance in the United Kingdom. But entry does hold out the prospect of four identifiable benefits for the less prosperous areas of the UK. First, the enlarged Community offers prospects of faster economic growth which will provide not only more mobile projects for regional development purposes, but also more employment created by local industries. Secondly, as a member of an enlarged Community, Britain will be more attractive to overseas, particularly US, investment to the benefit of the regions. Thirdly, the UK could expect to benefit from Community assistance for regional development ends. Finally, the UK will be able to pursue vigorous and effective regional policies within a wider framework designed to ensure that internationally mobile projects are not diverted from areas in greatest need of them.

'EFTA Bulletin' features European Integration

THE October issue of *EFTA Bulletin* includes three items of particular interest in the context of negotiations for enlargement of the EEC. The first in a series of articles on how international treaties are implemented in the EFTA countries is followed by an article on the meaning of a free trade area. The latter includes various examples of free trade systems including some of the association arrangements between the EEC and certain overseas territories. The need for origin rules and other requirements of a free trade system are also discussed.

The continuing diary of events in the EEC negotiations appears and there is also a note about the discussion within the EEC Council of Ministers on arrangements to be offered to the EFTA non-candidate countries.

Also included in the October issue is a report on EFTA trade in the first half of 1971 and reviews of three new EFTA publications: 'Industrial Mobility', 'Public Procurement in EFTA' and 'Safety aspects involved in the Packaging and Labelling of Pharmaceutical Products.'

Copies of the Bulletin and other EFTA publications are available free of charge from the EEC/EFTA Information Unit, DTI, 1 Victoria Street, London, SW1. (Tel. 01-222 7877, Ext. 2479/80)

West German building specifications and codes for exporters

A COMPREHENSIVE list of the construction specifications and codes of practice used in the Federal Republic of Germany has been compiled by the THE—Technical Help to Exporters—service of the British Standards Institution and published as Technical Digest 2506B, series 1, issue 1 'List of specifications and codes for exporters of buildings, building materials and components to the Federal Republic of Germany'. In line with other building Digests, No. 2506 is being published in two parts and part A, dealing with general requirements such as technical regulations and procedures for approvals, will be published in due course.

Digest 2056B contains over 1000 standards and codes, together with a subject index. Other building Digests are available dealing with the Republic of Ireland, the Netherlands, Sweden and Denmark.

Inquiries about Digests or the other services available from THE should be directed to Technical Help to Exporters, BSI, Maylands Avenue, Hemel Hempstead, Herts. Tel: Hemel Hempstead (code 0442) 2341.

Export opportunities in the Netherlands

by Eric Patterson, First Secretary (Commercial), British Embassy, The Hague

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. Future articles will discuss aspects of the Italian and West German markets.

IN the first 12 years of the Common Market the guilder value of Dutch imports increased by over 2½ times while her imports from Britain increased by 1¾ times. Most of the increase came from other Common Market countries; imports from non-EEC countries, including Britain, increased by 1½ times. This means that while our share of the total market fell we did rather better than the average country outside the Common Market. This does not however offer grounds for complacency. Our increase of 1¾ compares closely with that of other EFTA countries. But the United States increased her exports by two times and Japan by 3½ times (almost as much as did the other Common Market countries) the 1958 level.

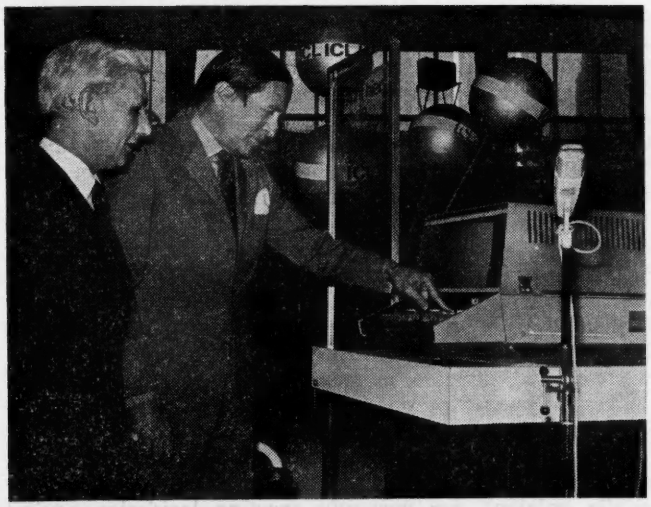
In 1970 over half of all Dutch imports and over 70 per cent of her imports of manufactured goods came from other Common Market countries. This reliance on her partners as a source of supply is greater than average. These other Common Market countries imported rather more from outside the market than from inside and imported 60 per cent, compared with the Netherlands' 70 per cent, of their manufactured goods from their partner countries.

Table 1 shows, for manufactured goods, how these percentages compare.

TABLE 1. PERCENTAGE OF TOTAL IMPORTS COMING FROM OTHER EEC COUNTRIES

SITC†	Description	1970 Netherlands imports per cent intra-EEC	Other EEC countries imports per cent intra-EEC
5	Chemicals	63	60½
6	Manufactures classified by material	77½	54½
7	Machinery and transport	67½	62½
8	Other manufactures	74	64

† Standard International Trade Classification



Prince Claus of the Netherlands officially starting the 1903A computer system for the municipalities of Arnhem-Nijmegen. The 1903A is supplied by International Computers Nederlands NV, the Dutch subsidiary of ICL.

These figures support the general impression of the price consciousness of the Dutch. Their greater reliance on their Common Market partners is most pronounced for the kinds of goods for which the Common External Tariff is highest. There also appears to be a general preference in the Netherlands for buying from their neighbours. In 1969 Dutch imports of manufactured goods from Britain was over 90 per cent of such imports from the United States; the corresponding figure for such imports into other Common Market countries was only 60 per cent.

The Netherlands economy, like that of Belgium, is highly dependent on imports, the value of which amounts to nearly two-fifths of the Netherlands gross national product, compared with somewhat over one-sixth for EEC countries as a whole. There is intense competition in this growing market and already in the Netherlands many small firms in the electrical and mechanical industries have given up under the pressure of competition from larger-scale foreign producers and from joint-venture organisations whose extensive production has led to cheaper prices. Such large firms have benefited from their advanced designs made possible through their ability to devote considerable sums to research and development.

The Netherlands' massive increase in imports over the past 12 years has been helped by the facts that haulage firms are finding it easier to obtain licences and the free movement of goods and services within the Community does not incur the frontier delays previously experienced. The Dutch are among the least xenophobic of people and the growth and economic success of the Common Market have led their nationals to be even less nationalistic, thus smoothing the way for imports. Over the past 12 years Dutch tastes have become even more catholic and their trading habits have merged with those of their partners so that one can now think in terms of EEC trading methods and habits. This and other cohesive factors have led to a decreasing consciousness of the nationality of goods, especially where these come from Common Market countries. Dutch acceptance of and welcome for goods produced abroad is aptly illustrated by the fact that packets of cigarettes sold in Holland are almost all labelled in foreign languages, including cigarettes actually manufactured in the country.

Recent performance

In studying our prospects in the Netherlands, following our expected accession to the European Communities, we

(continued on next page)

might well consider our recent performance. Table 2 shows, for all sections of manufactured goods (of which the Netherlands imported at least US $50 million worth in 1969) our shares of the Netherlands, EEC and EFTA markets respectively.

TABLE 2.
Chemicals

SITC	Description	1969 Value	British component of total imports into:		
		Netherlands total imports (million US$)	Netherlands per cent	EEC per cent	EFTA per cent
5	Chemicals	917	8.8	6.5	13.0
of which					
51	Chemical elements and compounds	369	11.1	6.5	9.1
53	Dyeing, tanning and colouring materials	61	13.1	9.0	14.6
54	Medicinal and pharmaceutical products	92	3.7	10.5	12.4
55	Perfume materials, toilet and cleansing preparations	64	5.8	6.3	25.3
58	Plastic materials, etc.	193	7.9	4.8	15.0
59	Certain other chemicals	104	8.3	6.5	18.2
	Manufactured goods classified chiefly by material				
6	Total	2,472	5.3	5.9	13.5
of which					
62	Rubber manufactures	67	9.5	8.1	25.0
63	Wood and cork manufactures (excluding furniture)	66	1.5	1.5	2.3
64	Paper, paper-board and manufactures thereof	235	3.3	2.8	8.1
65	Textiles	645	3.1	3.9	17.5
66	Non-metallic mineral manufactures	243	9.3	16.7	11.1
67	Iron and steel	547	3.1	2.2	10.5
68	Non-ferrous metals	337	9.2	7.1	13.7
69	Unspecified metal manufactures	293	7.1	6.7	13.6
	Machinery and transport equipment				
7	Total	2,623	9.5	8.5	14.1
of which					
71	Non-electric machinery	1,015	12.0	10.7	14.8
72	Electric machinery	792	7.5	6.5	10.8
73	Transport equipment	817	8.4	6.6	15.4
	Miscellaneous manufactured articles				
8	Total	1,164	5.7	5.1	12.4
of which					
81	Sanitary, plumbing, heating and lighting fixtures	50	2.0	2.0	4.8
82	Furniture	114	2.4	3.1	6.2
84	Clothing	397	2.3	2.8	14.8
85	Footwear	54	1.3	1.0	11.3
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89	Other miscellaneous goods	358	5.5	5.7	10.4

Chemicals

It will be seen from Section 5 that Britain's share of the Dutch market for chemicals as a whole was largely sustained by the performance in divisions 51 and 53 above. Exports of nitrogen function compounds to the Netherlands were as great as to all other EEC countries combined (these figures will have been affected by intra-company sales). The table also brings out our relatively poor showing in the Dutch market for medicinal and pharmaceutical products. In 1969 the value of our exports of medicaments to France and to the Netherlands respectively were in the ratio of 4 to 1. The corresponding German export ratio was 1 to 10. The EFTA figures suggest that entry into the Common Market should afford us good opportunities in the division covering perfumes etc. Domestic competition is strong for dyes and colours but there are no local producers of tanning materials. Entry into the Common Market should afford notable opportunities for chemicals generally as this is an industry very dependent on economies of scale.

Semi-manufactures

Section 6 of manufactured goods is the only one in which our showing in the Netherlands is worse than in the EEC as a whole. It will be seen, however, that this effect is chiefly concentrated in Division 66. It is to be accounted for by extensive exports of diamonds to Belgium (far more than we send to the Netherlands). If these particular exports were excluded we should find our share of the Netherlands market for semi-manufactures etc. amounted to some 5.3 per cent compared with perhaps 4.9 per cent of the EEC market as a whole.

The EFTA figures for textiles and rubber manufactures suggest added export opportunities on joining the Common Market. Our hopes for increasing our share for textiles in the Netherlands will depend on greater attention to local taste. The Netherlands represent about one-fifth of the EEC market for non-cotton textiles, but we only send them one-eighth of what we send to the EEC as a whole. Over half the value of our exports of rubber manufactures comes from sales of tyres. In 1969 our tyre exports to Norway were over twice as great as to the Netherlands, though the Norwegian import market was little over one-third the size of that in the Netherlands.

Machinery and transport equipment

Imports from Britain (Section 7) show the same pattern as for manufactured goods as a whole, though our share both in the Netherlands and in the EEC is greater when compared with the EFTA market than it is for the other main Sections.

Machinery

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Growth sectors include the oil industry and petrochemicals, natural gas, transport and communications and electric power generation. In the natural gas industry the enormous swing from oil and solid fuel to natural gas for heating purposes both in Holland and in adjacent markets has resulted in considerably increased openings for pipelines, control equipment and industrial and household appliances. Activity in the major ports, Amsterdam and particularly Rotterdam (the busiest port in the world), is growing at an impressive rate and there are plans for the construction and development of a new outer harbour on the coast near Amsterdam. With the expected increase in trade, mechanical handling and conveyor systems for warehousing and port handling equipment should do well.

There will be an increasing demand for pollution control equipment. The Dutch Government (strongly backed by public opinion), are currently enacting legislation against pollution of the Environment. The Surface Water Pollution Act, concerning sewage disposal, became effective on December 1, 1970. An Act against Air Pollution was passed on

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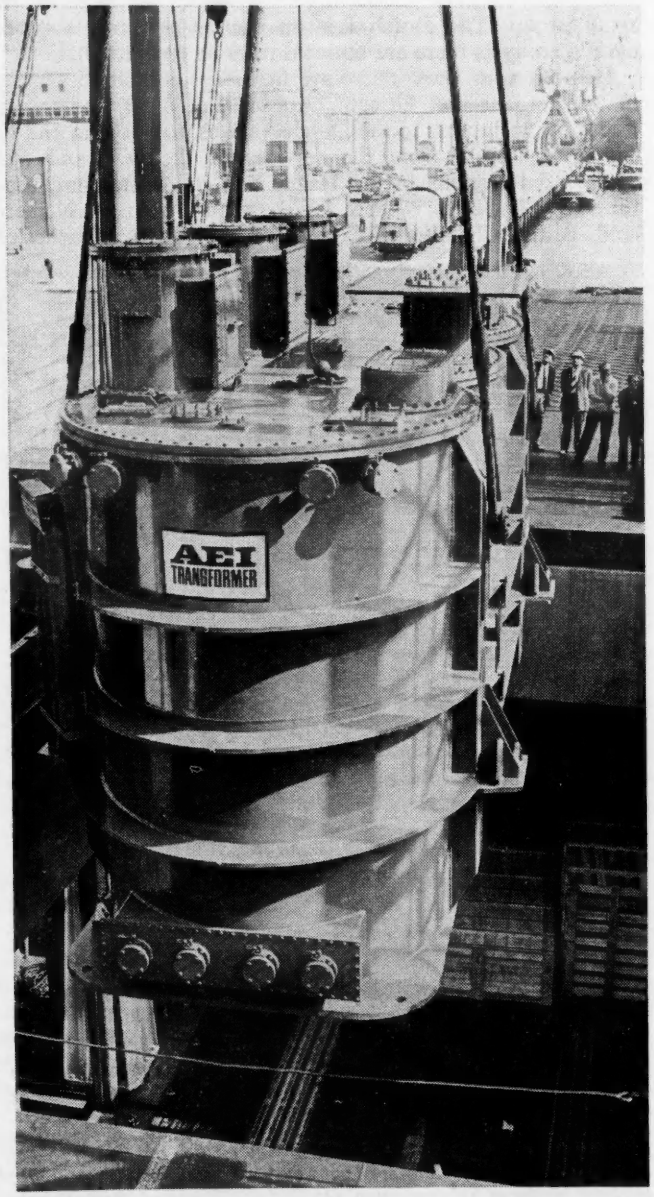
The demand in Holland for electricity increased in 1970 by 10 per cent over 1969 compared with the EEC average of 8 per cent. From 1966 to 1970 an average of 150 MW of generating capacity was brought on stream each year but this average will increase to 700 MW in each of the next five years. In the next 10 years substantial sums will have to be spent in order to double installed capacity in order to cope with the steep rise in demand which at present is running around 9,100 MW. Installed capacity in nuclear power plants in Holland is expected to reach around 1,000 MW by 1980. One must remember that there is provision in the EEC Treaty for open competition among Member States for public works contracts. The elaboration of this is inevitably slow but long-term plans need to be paid against this eventual measure of liberalisation.



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Mounting costs in industry may bring about a tendency to provide smaller cars for company use and a careful study will be necessary of the evolution of demand in this important sector. It is of some interest that in 1969 over half of our exports of special purpose lorries to the EEC went to the Netherlands which was only one-sixth of the total EEC market for these vehicles. We are doing well with our caravans; there is a tendency, with the ever increasing traffic on the roads, for preference to be given to the larger and more lavishly-equipped caravan which is mostly left static in the countryside as a country cottage.

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In the 10 years to 1969 Dutch imports of consumer goods trebled to £38 million and over the next five years it has been estimated that expenditure in this area will rise by half as much again. Expenditure on consumer durables, including items such as furniture, household textiles, kitchen appliances, sports equipment, etc., will probably double in that period while expenditure on clothing, cars, boats and transportation will go up by about half; but the increase on

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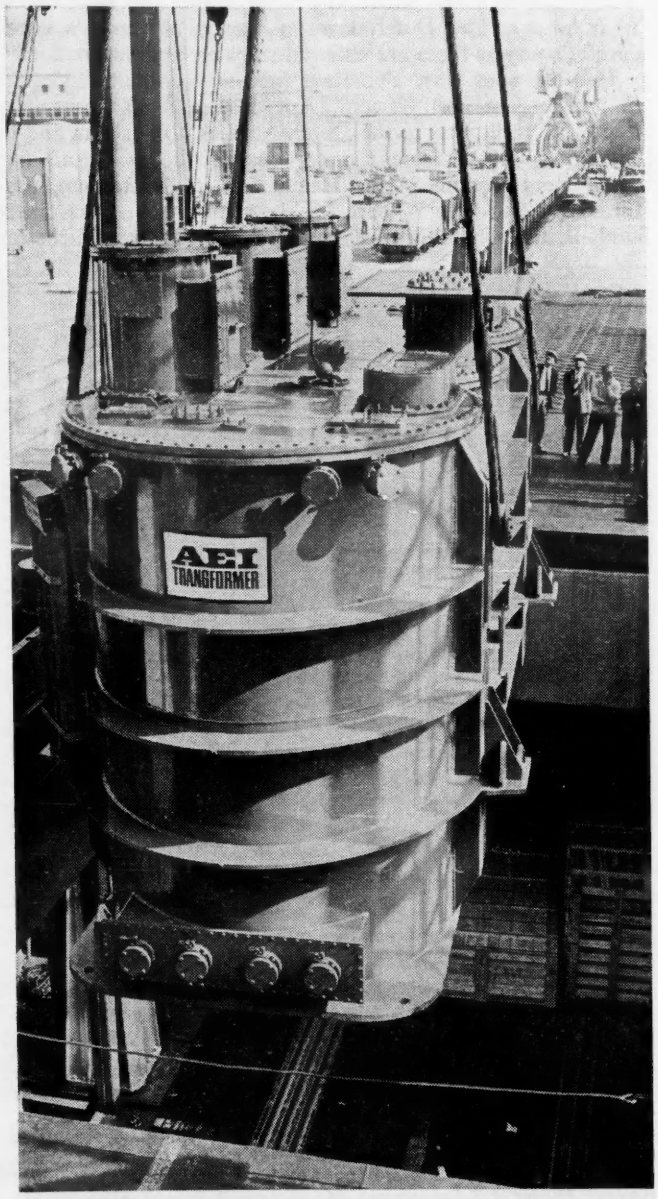

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(continued on next page)

foodstuffs is likely to be somewhat lower at between 10 and 25 per cent.

In recent years the retail trade in the Netherlands has been marked by a considerable growth in chain stores and independent co-operative buying groups. There has been an enormous growth in the establishment of supermarkets (which in Holland means self-service stores selling fresh meats and vegetables as well as groceries) and hyper-markets. There were 50 supermarkets in 1960—now there are 2,700, accounting for over 50 per cent of the country's total grocery turnover. Grocery sales have gone up from £300 million in 1960 to some £830 million in 1970. There is a strong trend towards non-food lines in supermarkets. In hyper-markets, which are large out-of-town shopping centres with good access and parking facilities, food accounts for only one-third of the total sales.

Other miscellaneous products for which there appear to be good prospects are wall coverings, scientific and medical instruments and reproduction furniture. There may be better prospects also for ready-made clothing, particularly for the younger set.

Ways and means

The following list of points is not all-embracing but should be of use to those who will now, we hope, be making redoubled efforts to understand and to captivate the Dutch market.

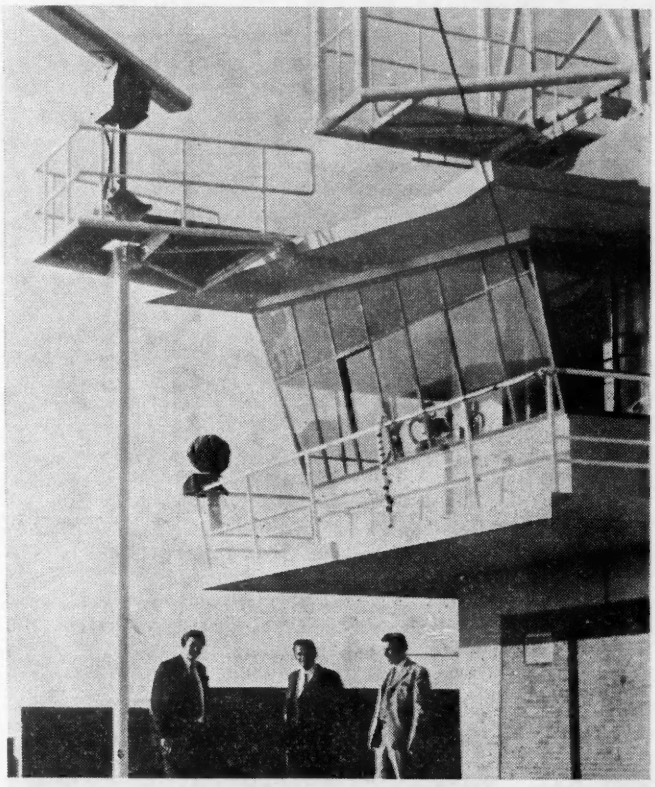
Language. The English language is widely used in higher education, eg in medicine and research, and almost all Dutch businessmen are fluent in English. Although it is therefore quite permissible for British firms to correspond in English with local firms, it is important that detailed specifications and, in particular, instructions about technical items of equipment, should be in Dutch. A translation from English into Dutch should be carefully checked by an expert. At an exhibition in Amsterdam a useful leaflet was produced listing all the British exhibitors. Unfortunately, to a Dutchman the heading read "A list of British Exhibitionists". But language is not only an affair of talking and writing. One needs to understand the way of life. Local standards and specifications must be studied. Prices should be quoted in Dutch guilders and weights and measures should be expressed in the metric system.

How to get there. One must leave time to book ahead. The North Sea creates practical and psychological problems and the movement of goods through two ports costs more in time and money than is faced by those with only overland journeys. There are, however first class ferry links, such as Immingham-Amsterdam, Hull-Europort, Harwich-Hook of Holland, Felixstowe-Rotterdam, Great Yarmouth-Scheveningen. Most of these provide roll-on roll-off facilities and these together with the expanding container services from various British ports into Rotterdam lead quickly to first class road and railway networks into Holland and into the hinterland of Europe. Rotterdam and some other centres should be considered for group distribution. Through transportation and groupage services can cut costs—particularly for slow-moving items.

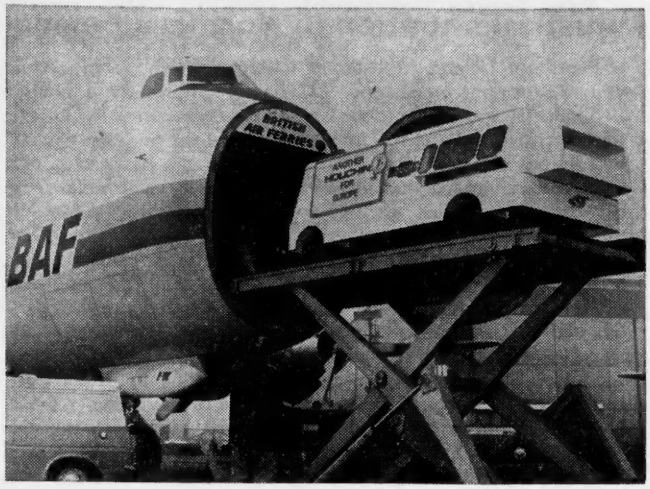
The People. The Dutch businessman is generally dedicated and hard working. He is conscious of the value of his time and dislikes spending it on ill-prepared interviews. One should therefore give ample warning in writing and supply full information and sales literature for evaluation, well before the interview one seeks. The Dutch drive fast, straight and with determination. They appreciate the hard-sell attitude rather than gentlemanly diffidence. They also expect speed in answering correspondence. The telephone system is excellent and the North Sea is no barrier. A telephone call is an indication that you are treating the Netherlands as part of the home market, which it must become, for all its differences in taste and custom. For the "Flying Englishmen" (en de Vliegende Schotten) Amsterdam is like Edinburgh and Newcastle, only about an hour's flight from London. But the Dutchman does not read the same newspapers, see the same television or have the same history books as we have. Proper market research is essential.

Taste and Customs. In women's fashions there is a marked difference on colour and Dutch sizes are not the same as British ones. But it is also necessary to adapt the designs of capital goods, such as machine tools, to meet the needs of the market. The sale of the right articles to, eg the research department of a Dutch multi-national company may lead to world-wide sales. On the retail side, the Dutch have taken to mass merchandising and will favour suppliers who can help them to reduce distribution costs with standard packs and invoicing methods, with co-operation in publicity and with a willingness to allow goods to be sold under the label of the retail group. The Dutch law on agency agreements needs careful study as there are national rules on e.g. termination.

Help on your way. There are first class exhibition centres in Amsterdam and Utrecht. Amsterdam is also especially useful for re-exports to the Dutch Antilles, to Surinam and to Indonesia. Apart from the services of the DTI and our commercial sections in the Hague and in Amsterdam, useful advice and help is there for the asking from the Netherlands-British Chamber of Commerce in London, Manchester



The new Harbour Radar System at Scheveningen, the port for the Hague, was opened on September 16. The first ever installation to become operational with the Deccaspot facility it consists of a 9 ft. scanner, two 25 kW transceivers and three 16 in. displays. The contract for the system was entrusted to Decca in July 1970 in the face of strong competition. In the picture are (right to left): Mr. Van Willingenburg, Harbour Master at Scheveningen, Mr. Van den Brinke of Internationale Navigatie Apparaten, Decca's Agent in Holland and Mr. J. C. Gunner of Decca. A series of bright spots, Deccaspot enables any desired feature, such as a channel, leading line or anchorage, to be permanently displayed on a PPI with great accuracy.



A Houchin 125KVA, 115/200 volt electrical ground power unit, destined for service at Rotterdam Airport, is loaded aboard its British Air Ferries Carvair aircraft at Southend Airport. Weighing more than 3½ tons, the GPU was delivered to Rotterdam Air, the main handling agents at the airport. Rotterdam Air are responsible for handling BAF aircraft on the airline's scheduled services to Holland. The unit itself is designed to service all types of jet aircraft currently in use or projected and is the first of its type to be purchased by a European operator.

and The Hague and from Dutch Chambers of Commerce—especially those in Rotterdam and Amsterdam.

Timing. If you are to get full value for all you spend in time and money, timing is of the utmost importance. When should you take the plunge, or plan your major new excursion into this market? The reduction of tariffs after the enlargement of the market is planned to be spread over five years, but the psychological effect of the initial merger will be immense. The Dutch at all levels have for long been among the strongest supporters of our entry into the European Community and they are particularly receptive to things British, so long as these are the things they want. They are waiting to welcome us and are hoping for well-known British products at lower prices. They will expect a fresh effort on our part with improved deliveries and after-sales service with frank admissions and warnings if there is a chance of delays or other failures to meet their expectations.

There is a good weather forecast and this may tempt you to set out immediately. There is much to be said for this, but you must take account of the fact that other travellers, already in the Common Market, have had special advantages and may know the ropes even better than you do. The Dutch have complained that British exporters do not take the Dutch market seriously enough. They want us to succeed—if we come at the right time, when we can supply the goods they want—and their attitude suggests that they will give us encouragement in selling our goods and improving our share of the market.

All this means that, generally speaking, any major effort which you plan for the Netherlands should come soon, if you are in robust health and feel confident of supplying the goods and services—(there is in this country an unqualified admiration for the expertise of the City of London)—needed. They, of all Europeans, are most in sympathy with our ideas, our literature and our philosophy.

Even if some of them may suggest that we have, so far, 'tried the utmost of our friends', they, with you, must surely agree that

There is a tide in the affairs of men,
Which taken at the flood, leads on to fortune . . .
And we must take the current when it serves,
Or lose our ventures.

Brutus of course failed. We must succeed.

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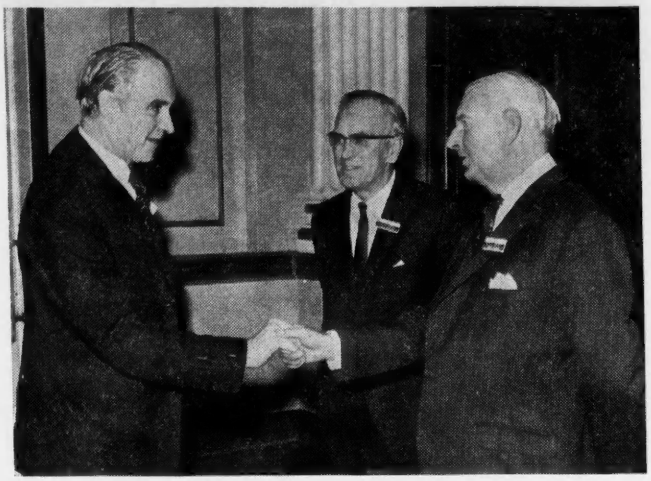


Mr. David Price (left), Parliamentary Under-Secretary of State for Aerospace, being welcomed to the annual luncheon of the Sira Institute by the chairman, Dr. Sydney Jones (centre) and Sira's 1962-71 President, Mr. J. E. C. Bailey. The luncheon, held last week, followed Sira's annual meeting at which Dr. Jones reported a 'gratifying' 10 per cent increase in Sira income and an active participation by the Institute in the international application of technology.

Two more Bolton Committee research studies published

Two further research studies commissioned by the Bolton Committee of Inquiry on Small Firms were published on October 18.* They are *The Role of Small Firms in Innovation in the United Kingdom since 1945* by Professor C. Freeman and the Science Policy Research Unit, Sussex University, and *The Small Unit in the Distributive Trades* by Lady Margaret Hall. Eight research studies have already been released by the Committee whose own report is due to be published later this year.

The results of a study of over 1,300 post-war innovations attributed to 800 firms are contained in the report by Professor Freeman. It shows that small firms employing less than 200 people in manufacturing accounted for 10 per cent of these post-war innovations —less than their share of total employment but more than their share of R & D expenditure. 'The innovations made by small firms were concentrated mainly in a few industries', says the report, and they made 'little or no contribution to innovations in the industries of high capital intensity'. The results of the study 'confirm the view of those economists who suggested that the innovative of efficiency small firms may be greater than that of large firms'.

The report on the distributive trades analyses the concentration that has been going on in the retail trades in the last decade. It shows a sharp decline in share of trade in the very small shops with turnover below £10,000 and a big increase in the share of trade held by shops in the £10,000 to £50,000 turnover bracket. Among the larger shops the share of those with turnover between £100,000 and £200,000 declined but those in the largest category, with £1 million and over, increased their share.

The author attributes the decline of the small shop to competition from the larger organisations which benefit from economies of scale in staff, management, purchasing and marketing as well as to other 'environmental' factors such as the re-development of town centres. She recommends that a brief period of training should be made a condition of setting up a retail shop in order to deter potential entrants whose chances of survival are not good. Serious consideration should also be given to 'removing the serious impediments which at present exist to the access of small independent retailers to sites in shopping centres'. Among the author's other recommendations are the setting up of advice centres and the exemption of small firms from the Redundancy Payments Act.

* Research Report No. 6 'The Role of Small Firms in Innovation in the United Kingdom since 1945' (price 45p net.) and Report No. 8 'The Small Unit in the Distributive Trades' (price 90p net.) are available from HMSO.

Industrial situation in Northern Ireland

THE Northern Ireland Minister of Commerce, Mr. Robin Bailie, stated in Stormont on October 13, that in spite of the difficulties which industry was facing it was true to say that essentially industry in Northern Ireland was still intact because of the fine efforts of the trades unions and employers.

The Minister added that in 1970 in spite of the troubles 6,500 jobs were created. This year, up to August 1, another 5,500 jobs were negotiated.

In another statement to the House Mr. Bailie said that since January 1970 143 formal offers of assistance to companies had been made under the Industries Development legislation and 112 of these offers had so far been formally accepted. Of the 31 non-acceptances so far 11 were recorded as having lapsed.

He added: 'It is impossible to be precise about the projects and therefore the employment lost to us because of the present unrest.' The Minister said he had no doubt however that the situation had deterred a number of firms from proceeding with their applications.

The Northern Ireland Chamber of Commerce and Industry has stressed that 'the depressed situation in which we find ourselves must not be over-emphasised'.

The Chamber declared that 'Northern Ireland industry and commerce will carry on.' Their statement went on: 'It must be remembered that up to the beginning of August the business situation followed very closely that of the less prosperous areas in the United Kingdom with the disturbances an additional burden to be endured.'

Pointing out that the position had deteriorated since August, the statement went on: 'Our customers however can rest assured that industry here will do everything possible to meet delivery dates and in this they will be assisted by the responsible attitude of the workers on the shop floors where there has been a marked degree of industrial harmony. In these difficult days we ask for goodwill and understanding from our customers and suppliers.'

Gas turbine generating station at Ocker Hill

THE Secretary of State for Trade and Industry has authorised consent to be given to the Central Electricity Generating Board to construct a 300 MW gas turbine generating station at Ocker Hill in West Bromwich. It will be on the site of the existing station in West Bromwich.

Note

Gas turbine generating stations have the advantage of a rapid starting-up and are most useful in meeting peak load demands. They are designed to use a light fuel oil of low sulphur content.

No objections were received in response to the public advertisement of these proposals, which were approved by the local planning authority (West Bromwich County Borough Council) subject to conditions acceptable to the CEGB.

Annual report of the Gas Council

THE twenty-second Annual Report, 1970/71, of the Gas Council was published on October 12 (HMSO, £1.25). It showed that during the year ended March 31, 1971, the industry continued to make good progress in its plans to convert gas supplies throughout Britain to natural gas and to expand the markets for gas so as to take full advantage of the supplies which have become available from the North Sea.

Sales of gas were 6,167 million therms, 17.1 per cent higher than in the previous year.

The Gas Council's high pressure transmission system was extended to the Scottish Gas Board, the last board to be connected.

The appliances of two million customers were converted to the use of natural gas.

The industry earned a surplus of £2.0 million; the surplus fell short of the industry's target because of delay in recovering increases in costs.

Assistance to development areas and intermediate areas

PAYMENTS of assistance under the Local Employment Acts in the year 1970-71 totalled more than £60 million in the development and intermediate areas, the highest total in any one year since 1960. In the same year offers of assistance under the Acts—which will be reflected in payments in subsequent years—amounted to more than £70 million in respect of over 1,700 projects, which are expected to provide some 83,000 new jobs for the benefit of the assisted areas. These figures were published on October 15, in the eleventh annual report on the exercise of powers under the Local Employment Acts 1960-70 by the Secretary of State for Trade and Industry who took over the administration of the Acts from the Minister of Technology in October 1970.

As in previous years, building grants (£30 million) and Department of Trade and Industry factory building (£8 million) accounted for over half the total assistance approved. The value of offers of loans was maintained at the level of £28 million reached in the previous year. Operational grants, totalling around £3 million, were offered in respect of new projects moving into the Special Development Areas.

The report indicate that new incoming industry accounted for 22 per cent of the total additional employment expected to arise from projects offered assistance in the development and intermediate areas. Over one-third of the jobs provided by incoming projects were expected to arise in the Special Development Areas, where extra assistance has been available for new industry since 1967.

New industry for West Penwith

THE Department of Trade and Industry announce that a 5,000 sq. ft. (450 sq. metre) advance factory built by the English Industrial Estates Corporation on the Long Rock site at West Penwith is to be occupied by Scientific and General Productions (Penzance) Ltd.

Scientific and General Productions (Penzance) Ltd., is associated with Francis Barker and Son Ltd. of Edenbridge, Kent, who are manufacturers of surveying instruments. The new premises are to be used for tool-making, the manufacture of plastic mouldings, the production of instrument dials and for fine assembly work.

Occupation of the premises is already under way, and production should be started within the next few months. The company expect to be employing about 30 people, two thirds men, within the next three years.

New industrial estate at Houghton

THE English Industrial Estates Corporation has announced that a new industrial estate is being developed at Houghton-le-Spring, Co. Durham. The Department of Trade and Industry has concluded negotiations for the purchase of a 42 acre site in Sedgeletch Road and the first stage of development is about to start.

A contract worth about £67,000 has been awarded to Brims and Co. Ltd., of Newcastle for the provision of drainage and the first phase of the roadworks. These works should be completed by the spring of 1972.

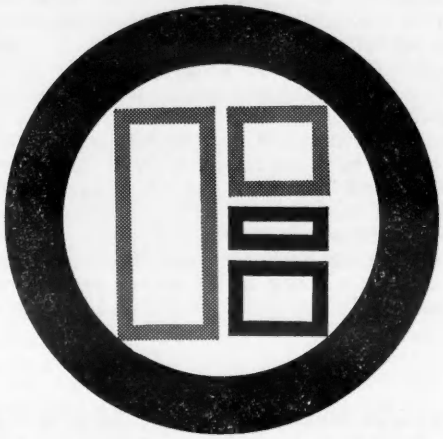
Mr. Barry G. Syrett, general manager of the Estates Corporation commented, 'The first industrial estate, at Dubmire Farm is now completely developed except for expansion space reserved for existing firms. The new estate will facilitate the attraction of new industries to the area. The Estates Corporation hopes to start work on a 25,000 sq. ft. (2,250 sq. metre) advance factory in March of next year.'

Factory site to be developed at Barnsley

THE English Industrial Estates Corporation has announced that work is about to begin on an 11 acre site recently purchased by the Department of Trade and Industry on the Carlton Road Industrial Estate, Barnsley.

This work is being carried out in preparation for the construction of a 25,000 sq. ft. (2,250 sq. metre) advance factory already authorised for Barnsley.

ASHBY ENVIRONMENTAL PROJECTS LIMITED



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Application for anti-dumping duties on imports of compound fertilisers

THE Department of Trade and Industry is considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act, 1969 on compound fertilisers imported from any of the following countries: France, the Federal Republic of Germany, the Irish Republic or the Netherlands.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than November 8, 1971. Such representations, in summarised form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent to the Tariff Division, Department of Trade and Industry, Room 326, Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

The Department also announce that if prima facie evidence of dumping of compound fertilisers from any other country comes before it during the course of the investigation, it will consider whether the investigation should be extended to cover such other country or countries.

DTI rejects anti-dumping application on South African syrupped citrus peel

HAVING investigated the anti-dumping application announced on February 23, 1971, the Department of Trade and Industry is satisfied that it would not be in the national interest to impose an anti-dumping duty on imports of syrupped citrus peel from the Republic of South Africa. It is not therefore proposed to take any action under the Customs Duties (Dumping and Subsidies) Act 1969.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be at any time DURING THE NEXT THREE YEARS, in a postion to supply a substantial proportion of the United Kingdom demand for these materials.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 4, 1971.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Reference
29.13	Dicyclohexyl ketone	as in previous column	13742
29.16	Ethyl 3-nitrobenzoylacetate	Ethyl-M-nitrobenzoylacetate	13773
29.22	*N*-Benzyl-*N*-ethylaniline	N-Ethyl-N-benzylaniline	13725
	NN'-Di*sec*butyl-*p*-phenylenediamine	NN di sec-butyl-p-phenylenediamine	13709
	Fast Scarlet G Base	5-Nitro-o-toluidine (NH_2 at 1)	13707
	Metanilic acid	as in previous column	13732
	Sodium 8-aminonaphthalene-2-sulphonate	Cleves acid 1 : 7 Na salt (Sodium-8-aminonaphthalene-2-sulphonate)	13744
29.23	4-Amino-5-hydroxynaphthalene-1-sulphonic acid	S acid (4-Amino-5-hydroxynaphthalene-1-sulphonic acid)	13731
	p-Anisidine-3-sulphonic acid (—NH_2 at 1)	as in previous column	13748
	2,4-Dimethoxyaniline	as in previous column	13750
	2,5-Dimethoxyaniline	as in previous column	13740
29.25	4-Acetamidoaniline	as in previous column	13737
	3,5-Dinitro-*o*-toluamide (—$CONH_2$ at 1)	as in previous column	13286
29.28	4-Aminoazobenzene	as in previous column	13738
29.32	4-Hydroxyphenylarsonic acid	as in previous column	12242
29.38	Nicotinamide	as in previous column	13711
51.04	Fabric of a plain open construction woven from continuous filament polyamide yarns coated with artificial plastic material and lightly bonded at the intersections, containing between 9 and 15 threads per square centimetre and weighing between 400 and 700 grammes per square metre	special fabric for athletic landing areas	11764

Applications for reimposition of import duty

THE Department of Trade and Industry, Tariff Division, have received applications for the reimposition of the import duty from January 1, 1972 on the following items, which are at present temporarily exempt from duty. This is in response to the notice of the Annual Review of temporary exemptions published in *Trade and Industry* on August 12, 1971.

Tariff heading	Description	Reference
15.04	Herring oil	11353
	Oils, except fish liver oils and refined sperm oil	11353
28.51	Deuterated potassium dihydrogen orthophosphate in the form of single crystals	11142
29.02	1, 2-Dichloroethane	13513
29.31	2-Mercaptoethanol	—
	2-Methyl propane 2-thiol	TIP 4074
	Thioacetic acid	8879
39.02	Polystyrene, incorporating a volatile blowing agent capable of expanding the material to a rigid foam at a temperature of 90° centigrade or more, in the form of pieces having an overall length of not less than 8 millimetres and an overall width of not less than 4 millimetres	10957
	Sticks of polystyrene, incorporating a volatile blowing agent capable of expanding the sticks to a rigid foam at a temperature of 90° centigrade or more	10957
51.02	Monofil of polystyrene, incorporating a volatile blowing agent capable of expanding the filament to a rigid foam at a temperature of 90° centigrade or more	10957
70.03	Tubing of neutral glass, in straight lengths and capable of passing a test corresponding with the test for limit of alkalinity of glass prescribed by British Pharmacopoeia, not including (*a*) glass with a content of more than 85 per cent of silica and boric oxide together, or (*b*) glass of fused silica or fused quartz	TIP 837 TIP 837
83.13	Tinplate caps for sealing jars, of an internal diameter on the rim of not less than 1.580 inches and not more than 1.610 inches and a maximum depth of not less than 0.415 inch and not more than 0.425 inch stamped from tinplate of nominal thickness of 0.0055 inch or of 0.0066 inch, with an internal curl, a vinyl coating applied to the internal surface and a plasticised lining compound deposited on the internal side wall and top sealing panel to form a sealing gasket	10009
90.01	Lenses, prisms, mirrors and other optical elements, not optically worked, of thallium bromide-iodide	10787

Representations should be addressed to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1 giving the respective reference shown above. Representations should be received by November 4.

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Subscription and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses, 49 High Holborn, London, W.C.1: 13a Castle Street, Edinburgh 2: Brazennose St., Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1: or through any bookseller.

'Concorde to be safe as well as fast'

—Mr. Corfield

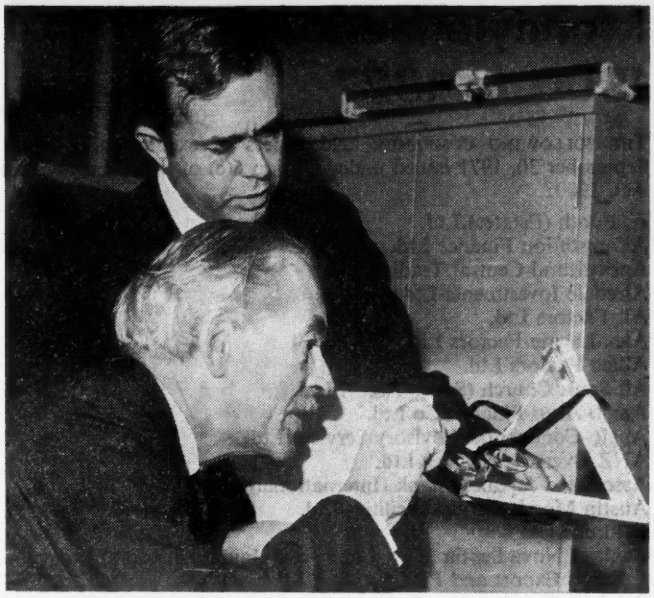
EFFORTS are being made 'to make Concorde not just faster but safer than other present jet civil aircraft', said Mr. Frederick Corfield, Minister for Aerospace, Department of Trade and Industry, on October 12. He was addressing the European Directors-General of Civil Aviation in Edinburgh.

'I gather that last year you had a chance to see the Sud Aviation works at Toulouse. This time, I understand, you will be going to the British Aircraft Corporation at Filton and to Rolls-Royce at Patchway to see something of the work in hand on the Concorde project at the British end. It would be less than just of me to let this occasion pass without paying tribute to our French partners for the skill and determination with which this joint enterprise has been pursued. Both at Government and industry level. Anglo-French contacts in the course of work on Concorde have been characterised by a spirit of friendly and purposeful endeavour.

'This is a good moment for you to visit Filton, since the first of the two pre-production aircraft, 01, was rolled out last month and is now being made ready for its first flight. This will be the third Concorde to fly, and marks a most important stage in the development of the project.

'For nearly three years the two prototypes have been engaged in the hard, unglamorous work of testing and re-testing, and exploring every aspect of Concorde's performance and behaviour in flight. The results of these trials are fed back into the final design of the production aircraft, and next year the second pre-production aircraft, now being assembled at Toulouse, will join the programme. Production aircraft will begin to follow in 1973, ready for the final route proving and endurance flying tests that will precede entry into service.

'In the course of these visits you will be seeing only the tips of the iceberg of our national effort and that of our French partners. In this country alone there are more than 300 firms and some 25,000 people engaged on the programme. In many cases the special demands of meeting the performance standard necessary for Concorde has extended the range and application of industry's skills. In addition, the Royal Aircraft Establishment and other Government centres are engaged on major programmes to ensure the structural safety and performance of Concorde. All this effort is being directed to make Concorde not just faster but safer than other present jet civil aircraft.'



Mr. Frederick Corfield, Minister for Aerospace, Department of Trade and Industry, looks at a typical military application of Plessey integrated circuits during a visit on October 11 to Plessey Semiconductors at Swindon. Accompanied by Sir John Clark, chairman of The Plessey Company and director of research, Mr. Geoffrey Gaut, the Minister saw the impact of Plessey microelectronics technology on a wide range of markets. After touring MOS and Bipolar development and production facilities at Swindon, the Minister went on to Caswell, Northants, where he visited the Allen Clark Research Centre, the company's central research establishment, and later to Towcester, where he saw production of plated wire and ferrite core computer memories. With Mr. Corfield in the picture is Mr. Michael Blades, general manager of Plessey Semiconductors.

CBI in trade talks with Japan

SIR John Partridge, president of the CBI, and the director-general, Mr. W. O. Campbell Adamson, will be attending a special meeting of UNICE, the union of industrial federations of the Six, on October 26, in Brussels, in order to meet representatives of the Keidanren, the Japanese industrial federation, and other leading Japanese industrialists. The purpose of the meeting is to discuss trading relationships between Japan and Western Europe.

The invitation from UNICE has been extended also to the industrial federations of the other applicant countries, Norway, Denmark and Ireland and to one non-applicant country Sweden.

The Japanese delegation will include Mr. Kogoro Uemura, the president, and Mr. Teizo Horikoshi, the vice-president and chief executive of the Keidanren. The delegation is expected to comprise some 40 leading figures in Japanese industry.

The talks will cover future relationships with Japan in the present economic and monetary situation following President Nixon's measures of August 15. The talks also will seek to find a way to replace existing bilateral agreements between the member countries and Japan by one negotiated for the Community as a whole. According to Community policy external trade agreements should be concluded by the EEC collectively.

After the meeting in Brussels, some of the leading Japanese industrialists will come to London on October 28, to meet representatives from British industry, at the CBI's invitation.

The subjects for discussion will include: bilateral economic relations between Japan and the United Kingdom now and in the context of the enlarged EEC; the effects of the Nixon measures on the international trade and monetary scene.

Selwyn's Guide to the Industrial Relations Act 1971

By Norman Selwyn, LL.M., A.C.I.S., Barrister, Lecturer in Industrial Law at the University of Aston in Birmingham.

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Moneylenders Acts, 1900 to 1927

THE FOLLOWING COMPANIES held orders of exemption, valid at September 30, 1971 issued under Section 6(e) of the Moneylenders Act, 1900:

A. Booth (Estates) Ltd.
Afforestation Finance Ltd.
Agricultural Central Trading Ltd.
Airedale Investments Ltd.
AL Factors Ltd.
Alex Lawrie Factors Ltd.
Allied Factors Ltd.
All Souls Church (South Ascot) Ltd.
Anglo Auto Finance Co Ltd.
Anglo-Continental Advisory Services Ltd.
ANZ Overseas Finance Ltd.
Associated Japanese Bank (International) Ltd.
Austin Morris Group Facilities Ltd.
Baldrene Ltd.
Bank of Nova Scotia Trust Company (United Kingdom) Ltd.
Barclays Export and Finance Co. Ltd.
Barclays Overseas Development Corporation Ltd.
Bentinck Ltd.
Bentworth Trust Ltd.
Bishopsgate Property and General Investments Ltd.
Blane & Enfield Ltd.
Book Trade Improvement Ltd.
BPI Securities Ltd.
British Medical Finance Ltd.
Buckwood Finance Ltd.
BW Trade Facilities Ltd.
CDFC (Ceylon) Ltd.
CDFC International Ltd.
CDFC (Malaysia) Ltd.
Camfund Ltd.
Campbell & Lincoln Finance Ltd.
Campbell Discount Co. Ltd.
Caparo Investments Ltd.
Capital Development Co. Ltd.
Capital Finance Co. Ltd.
Capital Finance (Southern) Ltd.
Cashbonds Ltd.
Charterhouse Development Ltd.
Charterhouse Securities Ltd.
Circle & Piotrkow Provident & Investment Society Ltd.
Close Brothers Ltd.
Close Brothers Merchant Trust Ltd.
Cole Port Investments Ltd. (The)
Commonwealth Development Finance Co. Ltd.
Contemporary Finance Co. Ltd.
Cornthwaites (Lancaster) Ltd.
Council for Small Industries in Rural Areas
Coupon Finance Co. Ltd.
Credit for Industry Ltd.
C. P. Choularton Sons & Partners Ltd.
Crescent Finance Corporation Ltd.
Dalton Barton (Scotland) Ltd.
Development Finance International Ltd.
Dorset Mortgage Loans Ltd.
Dorset Somerset and Wilts Investment Society Ltd.
E. C. Genner & Co. Ltd.
Eagil Trust Co. Ltd.
East London Mutual & Investment Association Ltd. (The)
Equipment Credit Ltd.
Equitable Mortgages Ltd.
Equitable Reversionary Interest Society Ltd. (The)
Faircliffe Finance Co. Ltd. (The)
Fallings Park Investment & Mortgage Co. Ltd.
Farnworth Finance Facilities Ltd.
Fenlock Investments
Finance Corporation for Industry Ltd.
Finance Facilities (Leeds) Ltd.
Finansurance Ltd.
Finfur Ltd.
First British American Corporation Ltd. (The)
First National Housing Trust Ltd.
Ford Motor Credit Co. Ltd.
FW Developments Ltd.
GEC Investments Ltd.
GREA Real Property Investments Ltd.
Gee & Watson (Welfare & Benevolent) Ltd.
General Reversionary & Investment Co. Ltd.
Gleniffer Finance Corporation Ltd.
Guardian Mortgage Co. Ltd.
Henderson Administration Ltd.
Hobbart Properties Ltd.
Home & Country Properties Ltd.
I. S. Blomfield Ltd.
Insurance Export Finance Co. Ltd.
International Factors Ltd.
International Finance & Services Ltd.
International Maritime Finance (Investments) Ltd.
Ivor Hill (Investments) Ltd
John Laing Construction (Finance) Ltd.
Jubilee Money Society Ltd. (The)
Kingston Financial Services (Clyde) Ltd.
Kingston Land Co Ltd..
Knightsbridge Mortgage Co. Ltd.
Lancashire Engineering Equipment Co. Ltd.
Lancashire & Yorkshire Reversionary Interest Co. Ltd. (The)
Langersal Ltd.
Law Reversionary Interest Society Ltd. (The)
Liebherr Building Machinery Ltd.
Liverpool Reversionary Co. Ltd. (The)
Lloyds & Scottish Finance Ltd.
Lomond Trust Ltd.
London & Provincial Investments Ltd.
Master Bakers & Confectioners Finance Co. Ltd.
Maximilian Heller Ltd.
Maybells Finance Ltd.
Melwood Investments Ltd.
Meteor Hire Purchase Facilities Ltd.
Midland-Citibank Factors Ltd.
Millbank Development Services Ltd.
MIT Securities Ltd.
Mitre Court Developments Ltd.
Mobil Europe Inc.
Mobil Services Co. Ltd.
Modern Investments Ltd.
Mutual Aid Association Ltd.
Norman Frizzell (Life & Pensions) Ltd.
Normol Investments Ltd.
Northern & General Finance Ltd.
North West Securities (Finance) Ltd.
Ogden Street Estate Ltd.
Pan American Employees Mutual Association Ltd.
Partnership Finance Ltd.
Peoples' Bank Ltd. (The)
Phoenix Redcliffe Ltd.
Pleasure Heating Finance & Developments Ltd.
Policy Purchase & Investment Co. Ltd.
Produce & General Investments Ltd.
Property Investment & Finance (Developments) Ltd.
Raleigh Industries (Gradual Payments) Ltd.
Real Property & Finance Corporation Ltd.
Red Dragon Investments Ltd.
RMC Finance Ltd.
Robert Fleming & Co. Ltd.
Rootes Acceptances Ltd.
Roman Wall Investments Ltd.
Roman Wall Properties Ltd.
Royal Bank of Canada Trust Corporation Ltd. (The)
Selap Ltd.
Selcar Trust Ltd.
Scottish & European Finance Co. Ltd.
Shield Factors Ltd.
Ship Mortgage Finance Co. Ltd.
Silvermere Finance Co. Ltd. (The)
Small Industries Council for Rural Areas of Scotland

South Birmingham Savings Society Ltd.
Southcote Finance Co. Ltd.
Southern Finance Co. Ltd.
Southsea Mortgage & Investment Co. Ltd.
Spiraflite (Finance) Ltd.
Standard Guarantee Co. Ltd.
Sterlinvestments Ltd.
Stewart Salmon & Co. Ltd.
Suffolk Securities Ltd.
Syndicate Credits (Buckinghamshire) Ltd.
Syndicate Credits (Cambridgeshire) Ltd.
Syndicate Credits (Derbyshire) Ltd.
Syndicate Credits (Glamorgan) Ltd.
Syndicate Credits (Hertfordshire) Ltd.
Syndicate Credits (Kent) Ltd.
Syndicate Credits (Lincolnshire) Ltd.
Syndicate Credits (North Riding) Ltd.
Syndicate Credits (Shropshire) Ltd.
Syndicate Credits (Surrey) Ltd.
Syndicate Credits (West Sussex) Ltd.
Syndicate Credits (Worcester) Ltd.
Timber & General Finance Ltd.
Tokenhouse Finance Ltd.
TWA United Kingdom Employees Credit Union Ltd.
Unifinance (UK) Ltd.
Vernons Finance Corporation
Vigo Industrial Developments Ltd.
VMC Finance Ltd.
Warrington and South Lancashire Investment Corporation Ltd. (The)
Wessex Finance Ltd.
West End Provident and Investment Society Ltd. (The)
Westminster House & Land Investment Co. Ltd.
Wharton Street Credit Services Ltd.
Wharton Street Finance Ltd.
Whitehall Securities Corporation Ltd.
Worcestershire Housing & Savings Society (The)

THE following persons held certificates, valid at September 30, 1971, under Section 123 of the Companies Act, 1967, to the effect that they had satisfied the Department of Trade and Industry that they could properly be treated for the purposes of the Money-lenders Act; 1900 to 1927 as being persons bona fide carrying on the business of banking:

African Continental Bank Ltd.
Allied Bank International
Astley Acceptances Ltd.
Audley Holdings Ltd.

Banco do Estado de Sao Paulo SA
Bank of Europe Ltd.
Bank Hapoalim BM
Bank of New Providence Ltd.
Bank of New South Wales Savings Bank Ltd.
Bank of Scotland Finance Co. Ltd.
Bank of Tokyo Trust Co. (The)
Barclays Bank Trust Co. Ltd.
Bear Securities Ltd.
Bowmaker Ltd.
British Bank of Commerce Ltd.
Brook Securities & Co. Ltd.
Burlington Investments Ltd.

Cassel Arenz & Co. Ltd.
Castle Finance Ltd.
C. E. Coates & Co. Ltd.
Cedar Holdings Ltd.
Cleveland Guaranty Ltd.
Clydesdale Bank Finance Corporation Ltd.
Commonwealth Savings Bank of Australia
Commonwealth Trading Bank of Australia
Concorde Trust Ltd.
Consolidated Credits & Discounts Ltd.
Consumer Credit Corporation Ltd.
Continental Bankers Agents Ltd.
Co-operative Commercial Bank Ltd.
Copleys Bank Ltd.
Corinthian Securities Ltd.
CW Capital Ltd.

Dalton Barton & Co. Ltd.
David Samuel Trust Ltd.
Dawnay Day & Co. Ltd.
Duboff Brothers Ltd.

E. D. Sassoon Banking Co. Ltd.
Edward Bates & Sons Ltd.
Erwin Brecher & Co. Ltd.
E. S. Schwab & Co. Ltd.

Feuchtwanger (London) Ltd.
First National Bank in Dallas
First Maryland Ltd.
First National Securities Ltd.
Forward Trust (Finance) Ltd.

Gray Dawes & Co. Ltd.
Goulston Finance Corporation Ltd.
G. R. Dawes & Co. Ltd.
G. T. Whyte & Co. Ltd.
Gresham Trust Ltd.
Grindleys (London) Finance Co. Ltd.

Hawtin & Partners Ltd.
Henry Ansbacher & Co. Ltd.
Heritable & General Investment Bank Ltd.
Hume Corporation Ltd.

Jacobs Kroll & Co. Ltd.
Japan International Bank Ltd.
Julian S. Hodge & Co. Ltd.
Julius Baer International Ltd.

Knowsley & Co. Ltd.

Lloyds Associated Banking Co. Ltd.
Lloyds & Scottish Trust Ltd.
Lombard Banking Ltd.
London & County (A & D) Ltd.
London & County Investments Ltd.
London & North British Trust Ltd. (The)

Medens Trust Ltd.
Midland Bank Finance Corporation Ltd.
Morris Wigram Rosenthal Ltd.
Mutual Finance Ltd.

National City Trust Ltd.
National Union Bank Ltd.
N. H. Woolley & Co. Ltd.
Northern Commercial Trust Ltd.
Northern Trust Co. (The)

Old Broad Street Securities Ltd.
Overseas Financial Trust Ltd.

Raphael, Robinson & Glyn
Red Dragon Securities Ltd.
Republic National Bank of Dallas
Robert Fraser & Partners Ltd.
Rothschild Intercontinental Bank Ltd.

St Margarets Finance Ltd.
St Paul's Guarantee Corporation Ltd.
Security Trust Company of Birmingham Ltd.
Standard Bank Ltd. (Incorporated in Pakistan)
Sterling Credit Ltd.
Sterling Industrial Securities Ltd.

Thames Guaranty Ltd.
Trade and Deposit Bank Ltd.
Trade Development Bank

(*continued on next page*)

MONEYLENDERS ACTS
continued

Trucanda Trusts Ltd.
Twentieth Century Banking Corporation Ltd.

UDT Finance Ltd.
United Dominions Trust Ltd.

Vavasseur Trust Co. Ltd. (The)

Wallace Brothers & Co. Ltd.
Western Bank Ltd.
Whiteway Laidlaw & Co. Ltd.
Williams, Glyn & Co.
Wintex Securities Ltd.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

Cainland Securities Limited, 9 Basinghall Street, London, EC2V 5BQ.

J. S. Hinchliffe & Co., Claremont House, Victoria Avenue, Harrogate, Yorkshire.

Deletion

English Transcontinental Limited, 2 London Wall Buildings, London, EC2M 5PS.

Change of name and address

Broadview Securities Limited has changed its name to Overseas Financial Trust (Securities) Limited and its address to 2 London Wall Buildings, London, EC2M 5PS.

Changes of address

Cristina Securities Limited, 9 Basinghall Street, London, EC2V 5BQ.

Portfolio Management Limited, 10 Charterhouse Square, London, EC1M 6JU.

Portfolio Management Scotland Limited, 10 Charterhouse Square, London, EC1M 6JU.

Exempted dealers

Additions

G. R. Dawes & Company Limited, 42/46 Hagley Road, Edgbaston, Birmingham, B16 8PZ.

Pensions Management (SWF) Limited, 9 St. Andrew Square, Edinburgh, EH2 2YD.

Phoenix Assurance Company Limited, 4/5 King William Street, London, EC4P 4HR.

Change of address

The First National Bank of Boston, 5 Cheapside, London, EC2P 2DE.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of management company	Name of scheme	Name and address of trustee
M & G Local Authority Superannuation Trust Managers Limited Lee House London Wall London EC2	The M & G Local Authority Superannuation Trust	Lloyds Bank Limited 71 Lombard Street London EC3
Jessel Britannia Group Limited 16 Finsbury Circus London EC2M 7BX	Jessel Exempt Fund	Midland Bank Executor and Trustee Company Limited 27-32 Poultry London EC2

Changes

The name of Industrial Achievement Trust has been changed to Vavasseur Industrial Achievement Trust.

Portfolio Fund Managers Limited have changed their address to 10 Charterhouse Square, London, EC1M 6JU.

First Investors and Savers Unit Managers Limited have changed their address to 15 America Square, London, EC3.

Growth With Security Managers Limited have changed their address to NLA Tower, 12-16 Addiscombe Road, Croydon, CR9 2DR.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Name	Grantee	Subject-matter
September 30, 1971		
1114636	Fuji Kagaku Kogyo KK	A process for the manufacture of di-magnesium alumino-silicate
1145353	Institut National du Verre	Method of testing transparent materials
1150259	International Standard Electric Corporation	Line switching apparatus
1193438	Philippe Gold-Aubert and Diran Melkonian	Barbituric acid derivatives preparation thereof and pharmaceutical compositions containing them
October 4, 1971		
1184492	Regie Nationale des Usines Renault	Power-assisted hydrostatic braking systems for tractor vehicles and their trailers
1193117	Regie Nationale des Usines Renault	Power-assisted braking systems with hydrostatic safety feature for tractor vehicle with or without trailer
1200598	Coal Industry (Patents) Ltd.	Mining machines
1210797	Societe des Forges et Ateliers du Creusot	Endless cable traction installations for moving objects along horizontal tracks
1216365	Societe des Forges et Ateliers du Creusot	Sealing means

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

FINANCE FOR TECHNOLOGY

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H 0ET, or by telephoning 01-828 3400.

Government surplus sales

MINISTRY OF DEFENCE

October 28-29, 1971 Miscellaneous Stores

Location: County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE. (Tel. 26292)

Surplus plant and stores including 140 vehicles comprising Thames and Morris ambulances; Morris Minor, Mini Minor and Ford Anglias; Austin Gypsies, Bedford Fire Tenders with pumps; Coventry Climax Pumps; trailer mounted generators; Matador trucks; Matchless motor cycles; machine and hand tools including shearing, cutting and roller bending machines; grinding wheels; flexible drives; hammers; spanners; pliers; wrenches; saws; stocks; taps; dies, etc; electrical items including, receivers; power units; indicators; gauges; meters; replays; switches; servo motors; test sets; amplifiers; thermo couples; indicators; cable; plugs etc; miscellaneous instruments comprising, gyro units; sextants; periscopes; pocket and stop watches; clocks; binoculars; cameras; exposure meters; photographic equipment; telephone equipment; teleprinters; oxygen equipment; rack assemblies; fire extinguishers; service clothing; chemicals; paints, etc.

November 9-11 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Richard Austin & Wyatt (Dept L), 79 High Street, Fareham, Hants. (Tel. 03292 4211).

Coventry Climax Featherweight Pumps; generators; medical equipment; ball bearings; engine assemblies; fork lift trucks; M.T. and electrical spares; P.V.C. sheets; photographic equipment; ammunition boxes; large quantity of rum barrels; scrap metal; machine tools; water pumps; welding plants; rubber knee boots; denim trousers and blouses; blankets; sheets; jerseys, raincoats; boots; shoes; scrap canvas; tentage; chairs; tables; wardrobes; dressing tables; sideboards; carpets, etc.

November 17 Miscellaneous Stores

Location: Auctioneers Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 0752 69292)

Machine tools including, twin wheel tool grinders; lathes; woodworking machines; buffing machines, etc; steel boxes and containers; plastic cases (Sonobuoy); seamen's and other clothing; textiles; furniture and other miscellaneous general stores.

November 24/25 Miscellaneous Stores

Location: TA & VR Centre, Meadowforth Road, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept L), Bank Buildings, Graham Square, Glasgow E1. (Tel. 041-554 2447)

Air compressors; electric motors; welding sets; various pumps; firefighting equipment including, suction and delivery hose; suction heads LA nozzles, etc; steel boxes; machine tools including, turning and screwing machine; horizontal millers; lathes; morticing machines; 25-ton hydraulic press; 36 in. autoscythes; sawmaster; blacksmiths forge; various types of clothing; textiles; furniture, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

Vehicles

Location: S.E. England

Auctioneers: British Car Auction Group Ltd., Expedier House, Farnham, Surrey. (Tel. 025-13 6811)

A range of Government Surplus Vehicles from S.E. England will be auctioned by British Car Auction Group Ltd., at their Auction Centres in London, Hampshire and Kent and will be included in B.C.A.'s regular auctions of private and commercial vehicles. Further details as to sales dates which include Government Surplus Vehicles, advice as to quantities and types etc., will be available on application to Fleet Sales Director, British Car Auction Group Ltd., Expedier House, Farnham, Surrey (Tel. 025-13 6811). Viewing and catalogues available at respective B.C.A. Centre on day of sale.

DEPARTMENT OF THE ENVIRONMENT

November 2, 1971

Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 10 Lloyds Avenue, Fenchurch Street, London EC3N 3BJ. (Tel. 01-709 0101)

Office and miscellaneous furniture, engineering, electrical, canteen domestic and other equipment, etc.

Catalogues: price 5p direct from auctioneer.

View days: day preceding and morning of sale.

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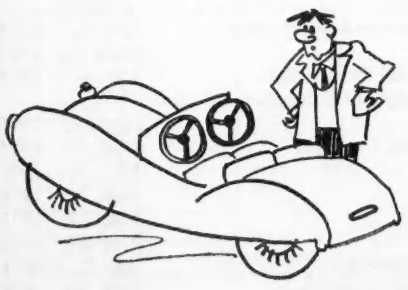

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STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	July 22, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6-M)	This week
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	Sept. 16, 1971
UK balance of payments (Q)	Sept. 16, 1971
Bankruptcy orders (Q)	May 5, 1971
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Oct. 14, 1971
Catering trades turnover (M)	Oct. 14, 1971
Chemicals industry (Q)	Aug. 26, 1971
Companies:	
Acquisitions and mergers (Q)	Aug. 26, 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	Sept. 30, 1971
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Oct. 7, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	Sept. 30, 1971
Electronics capital equipment deliveries, research and development (Q)	Aug. 26, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Oct. 7, 1971
Film industry:	
British Film Fund Agency returns (M)	Oct. 14, 1971
Cinema admissions and takings (M)	Oct. 14, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6-M)	July 15, 1971
Household consumption (Q)	Oct. 14, 1971
Footwear industry production, orders and deliveries (M)	Sept. 30, 1971
Foreign trade:	
EFTA trade (Q)	Sept. 16, 1971
Industrial countries trade and production (Q)	Aug. 5, 1971
World exports of manufacturers (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 19
Unit value and volume index nos. (M)	Oct. 14, 19
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	Aug. 5, 1971
Hairdressing trades turnover (M)	Oct. 14, 1971
Hire purchase business (M)	Oct. 7, 1971
Industrial building (Q)	July 29, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	Oct. 7, 1971
Wales index (Q)	Sept. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Oct. 14, 1971
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	Oct. 14, 1971
Machine tools deliveries and orders (Q)	Sept. 16, 1971
Man-made fibres:	
Analysis of production (Q)	Aug. 12, 1971
Deliveries (Q)	Aug. 12, 1971
Production (M)	Oct. 7, 1971
Volume of production (M)	Sept. 23, 1971
Motor industry:	
Car and commercial vehicle production (M)	Sept. 30, 1971
Motor trades turnover (M)	This week
Office development permits (Q)	Sept. 2, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Sept. 23, 1971
Retail trades:	
Index nos. (M)	Oct. 7, 1971
N. Ireland index (M)	Oct. 7, 1971
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Sept. 16, 1971
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	Oct. 14, 1971
Retail (M)	Oct. 14, 1971
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Clothing and textile orders and deliveries (M)	Oct. 7, 1971
Cotton production (M)	Oct. 14, 1971
Hosiery production (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	Sept. 9, 1971
Wool output (M)	Oct. 14, 1971
Tourism:	
International tourism (A)	Sept. 23, 1970
UK tourist traffic (M)	Oct. 14, 1971
UK official reserves (M)	Oct. 7, 1971
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	This week

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct. 7, 1971
Business Monitor titles	Sept. 30, 1971
Customs notices of interest to exporters	Oct. 7, 1971
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Mar. 3, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Sept. 30, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	July 22, 1971
Release dates of economic statistics	Sept. 23, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
Ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,793		21,758	20,087	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	130	131	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	117	136	329	214	42	51
1969 2nd qtr	118	123.1	142	142	113	103.7	136	141	147	130	129	76	41	2	5
3rd qtr	119	123.2	144	144	113	103.2	139	145	155	130	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	138	145	153	126	131	91	74	2	—
1970 1st qtr	117	123.8	149	148	114	103.3	134	145	146	112	133	–16	42	1	–32
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	118	137	116	55	12	26
3rd qtr	120	124.3	159	158	117	104.6	141	154	156	119	133	117	44	7	14
4th qtr	122	124.6	163	161	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	161	116	101.9	139	147	148	114	148	84	70	2	–62
2nd qtr	121	126.3			119	104.3	142	142	163			–67	–116	13	38
Jan		126.8				102.7									
Feb		123.7				99.7									
Mar		122.8				103.0									
Apr		125.4				104.7									
May		126.0				104.9									
Jun		127.5				103.4									
Jul		125.9 p				105.0									
Aug		125.6 p				106.1									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electric goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports (‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	Series in
£m in base year							Series in thousands			4,362	4,282	£ million
1965	119	112.1	*4.8*	106.8	104.6	157.9	308	265	24,784	116	112	–52
1966	115	116.5	*3.9*	110.2	107.3	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	108.4	108.2	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	120.5	112.4	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	125.0	115.9	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	128.5	124.6	217.7	574	186	24,135	181	184	579
1969 3rd qtr	115	132.0	*5.0*	126.1	116.5	197.8	547	200	24,285	165	171	172
4th qtr	117	133.7	*5.1*	127.3	118.0	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	130.1	120.6	209.0	561	192	24,275	171	180	206
2nd qtr	122	139.5	*5.8*	129.2	123.6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	126.9	125.7	219.5	592	185	24,072	178	175	69
4th qtr	125	144.0	*7.7*	127.8	128.4	228.3	581	177	24,054	190	199	191
1971 1st qtr	120	147.9	*8.6*	131.2	131.7	237.5	631	146		189	186	79
2nd qtr	117 p	153.2	*9.8*	137.2	134.8	242.2	725	131		199	209	237
3rd qtr				137.9 p	137.2 p		802 p	121 p		198 p	217 p	
Feb	120	147.8	*8.5*	130.6	131.7	237.4	623	147		187	172	
Mar	120	149.0	*8.8*	133.2	132.6	238.1	656	134		207	211	
Apr	117 p	152.2	*9.4*	137.2	134.0	239.2	704	129		200	208	
May	118 p	153.2	*9.8*	137.3	135.0	242.7	731	130		193	204	
Jun	117 p	154.3	*10.3*	137.4	135.9	245.0	740	133		203	216	
Jul	120 p	155.2	*10.1*	138.9	136. 9	246.9	788	122		198 p	214 p	
Aug		155.3	*10.3*	137.9 p	137.3 p	248.3 p	799	123		192 p	216 p	
Sep				136.9 p	137.5 p		819 p	118 p		204 p	223 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments and allowances for factors affecting recording

Monthly report on the economic situation

The following report on the economic situation, prepared by HM Treasury, will be published in *Economic Trends* for October at the end of the month. Unless otherwise stated, this report is based on seasonally adjusted data.

Recent developments

FOLLOWING the recovery in the second quarter, the available indicators of expenditure suggest that there has been a further pick-up of demand and activity in the third quarter. Consumers' expenditure is likely to show a marked advance with both retail sales and new car registrations in July and August considerably above the second quarter rates. Private sector housing starts and completions in July and August were also well ahead of second quarter rates. In the same months, the volume of exports remained around the high second quarter rate, while the volume of imports, mainly because of falling imports of fuel and food, was lower.

Following the measures of July 19, the rise in consumer demand has been led by a strong increase in the demand for durable goods. The most rapid expansion has been in the purchase of cars: there was a sharp rise in new car registrations in July with a further increase in August and in the two months taken together registrations averaged over 25 per cent higher than the second quarter rate. The rise in hire purchase contracts for new cars since the measures has been even greater, reflecting an increased proportion of sales through hire purchase. In addition to cars the rise in sales of other consumer durables accounts for most of the increase in the volume of retail sales in July and August. As compared with the second quarter, sales by durable goods shops were about 10 per cent higher whereas the volume of sales of other shops was little changed. Much of the increase in sales by durable goods shops was in credit sales, following the removal of terms control, and the value of instalment credit sales by these shops in July and August was about 30 per cent above the second quarter rate.

The estimates of industrial production in the seven months to July have been revised to take account of a new method of estimating the engineering component of the index. The new method, which does not involve changes in the quarterly totals, is expected to result in less month-to-month variation in the index. In July and August, industrial production is estimated to have been slightly above the rate in the first half of 1971; within the total, manufacturing production was also a little higher in July-August.

In the three months May to July total deliveries in the engineering industries were practically unchanged from the previous three months, according to provisional estimates. Total net new orders rose by about one-fifth, and export orders were up by almost a third, but some of this improvement was due to order-taking for large capital equipment with long delivery dates. Orders on hand showed a small increase overall, but have not yet got back to the levels of the second half of 1970.

In September there was a surplus on visible trade of £57 million. This figure reflects both a high value of exports and a sharp increase in imports. The value of exports in September at £797 million was £28 million higher than in August, but part of the increase may reflect shipments to North America brought forward in anticipation of the dock strike on the eastern seaboard of the United States. The September total for imports of £740 million was markedly higher than in recent months. In the third quarter as a whole, exports averaged £776 a month, 10 per cent higher than the monthly average of £705 million in the first half of the year, over which period the distortions due to strikes probably cancelled out. Imports in the third quarter averaged £718 million a month, 2 per cent higher than the average in the first half of the year.

The Confederation of British Industry's Industrial Trends Survey published in October, shows a strong revival in general business optimism since the preceding survey in June. The survey indicates, however, that the upswing in confidence has not been fully reflected as yet in increased industrial activity. Among the main changes from the June survey is increased optimism about costs per unit of output, domestic prices, export prices and investment. Forecasts of capital expenditure provided to the Department of Trade and Industry by manufacturing industry indicate that there has been little change in manufacturers' intentions for 1971 since the preceding inquiry in the middle of the year. The latest forecasts also suggest little change in manufacturing investment between 1971 and 1972. The forecasts for 1971 and 1972 taken together, suggest that, on the basis of past patterns of investment, expenditure might begin to rise in 1972. Investment intentions in the distributive and service trades (excluding shipping) show little change between 1971 and 1972, while in shipping, the company forecasts show that investment is expected to remain buoyant in 1972 as ship-owners take delivery of vessels already on order.

The seasonally unadjusted retail price index increased by 0.1 per cent between July and August. Among the components of the general index, the largest rise was a seasonal increase of about 1 per cent in the index for clothing and footwear; the price of seasonal foods showed a further drop from the June peak.

Aggregate demand and activity, first half of 1971

With the publication of the national income and expenditure estimates for the second quarter of 1971, a more complete view of the development of the economy in this period and in the first half year is now possible. The average of the three estimates of gross domestic product indicate that much of the fall in the first quarter was made up in the second; between the two quarters domestic product may have shown a rise of 1-1½ per cent. Of the three separate measures of gross domestic product the expenditure estimate showed the biggest rise. The rise of around 2 per cent was partly accounted for by the recovery of consumers' expenditure, in particular from the effects of the postal strike and other special factors in the first quarter. The major strikes in the first quarter in fact make it difficult to determine the trend of each component of demand during the first half year. The output measure which rose by about 1½ per cent between the first and second quarters, was also affected in the first quarter by strikes. There was little change in the price-deflated income estimate between the same periods.

In the first half year as a whole, the average of the three estimates shows that gross domestic product was about 1 per cent below the level in the second half of 1970 as compared with a fall of around ½ per cent envisaged in the *Financial Statement and Budget Report 1971-72* published at the time of the Budget and about 1½ per cent estimated in July. The shortfall between the Budget forecast and

UK BUSINESSMEN GOING OVERSEAS

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit: details of his itinerary—places to be visited and dates as nearly as possible: names and addresses of local agents: type of contacts and introductions the businessman would like arranged in advance: and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.

out-turn was mainly due to a larger fall in investment in stocks than had been expected in March and the failure of consumers' expenditure to rise as much as expected between the second half of 1970 and the first half of 1971.

The expenditure-based estimate of gross domestic product in the first half of 1971 was 1½ per cent lower than in the second half of 1970. Exports of goods and services increased by more than 2½ per cent, while consumers' expenditure and public authorities' consumption showed small rises. However, the level of fixed investment (mainly because of a sharp fall in manufacturing investment) was around 1 per cent lower in the first half of this year compared with the preceding half year. There was a considerable fall in investment in stocks between the two half years. Imports of goods and services rose by some 4 per cent.

In contrast to the expenditure-based estimate, the output estimate in the first half of 1971 was slightly higher than in the second half of 1970. Output in the index-of-production industries rose by 1½ per cent in the second quarter, and in the first half year was around 1 per cent higher than in the preceding half year. Between the second half of 1970 and the first half of 1971, output in the service industries—which was particularly affected by the postal strike in the first quarter—was little changed.

Stocks

Short-term fluctuations in stock-building have been an important element in movements of gross domestic product. The increase in expenditure estimated gdp of some £280 million between the first and second halves of 1970 included an increase in stockbuilding of about £130 million. Of the fall in gdp of about £240 million between the second half of last year and the first half of this year, lower stockbuilding is estimated to have contributed £210 million.

There seems to have been some involuntary accumulation of stocks in the first quarter of 1971 and perhaps also towards the end of last year. Within the total distributive stocks rose sharply in the fourth quarter of last year but fell in the first quarter (mainly because of the sharp decline in retailers' stocks, part of which was the result of the postal strike), whereas manufacturers' stocks continued to rise in the first quarter, falling back sharply in the second. In addition to the lower level of activity, stock-piling of oil in advance of the conclusion of the negotiations between companies and the oil-producing countries was a factor in the turn-round of manufacturers' stock-building between the first and second quarters.

Despite considerable short-term fluctuations, the ratio of total stocks to gdp has remained broadly stable in recent years, but this stability has masked a tendency during the 1960s for the ratio of manufacturers' stocks (particularly of raw materials and fuels) to manufacturing output to fall and for the ratio of retail stocks to retail sales to rise.

The labour market

Despite the recovery in output since the first quarter, the decline in the demand for labour continued between August and September. The number of unfilled adult vacancies fell by 6,000 while the total of wholly unemployed (excluding school-leavers and seasonally adjusted) rose by 21,000. In the areas of higher unemployment, the increase so far this year has generally been less than proportionate to the national increase. Nevertheless, as compared with a national unemployment rate of 3½ per cent in September, the corresponding rate for Scotland and the Northern Region was 6 per cent, and for Wales 5 per cent.

Financial trends

Following the successful completion of discussions between the Bank of England and the banks and finance houses on the proposals set out in the consultative document *Competition and Credit Control*, changes in the techniques of monetary policy and banking practice were put into effect on September 16. These changes involve the removal of quantitative controls over lending. In future, all banks will maintain a minimum reserve ratio of 12½ per cent and will place such Special Deposits with the Bank of England as may be required from time to time. The larger deposit-taking instalment credit finance houses are to work towards a reserve ratio of 10 per cent to be achieved within a year, and will also be subject to special deposit calls. The outstanding special deposits of the London and Scottish clearing banks were repaid on September 15 and, in order to absorb the excess of reserve assets which they would otherwise have held, the London clearing banks agreed to subscribe for about £750 million of three new Government stocks (totalling £1,300 million) issued on September 15 and maturing in 1973, 1974 and 1977 respectively. On October 1 the clearing banks abandoned their collective agreement fixing deposit rates and setting minimum rates charged on advances, but no immediate changes were made in rates except on large term deposits.

In the last month of ceiling controls on lending, London clearing bank advances (other than to nationalised industries), rose by £113 million and restricted lending also showed a substantial increase, bringing the banks collectively very near the guideline set for mid-September of 110 per cent of the mid-March 1970 base. As in earlier months, the increase appears to reflect mainly the quickening pace of lending to persons, and for property development and house purchase.

Trading in gilt-edged was very active in September in a generally firm market. The reduction in Bank Rate to 5 per cent on September 2 prompted falls in yields, particularly at the short end. Thereafter yields on shorts steadied but those on medium and longs continued to fall, encouraged by the exhaustion of the long tap stock and the terms of issue of its replacement, which were in line with the market. During September yields on shorts fell by about ¼ per cent, while yields on longs fell by over ½ per cent to around 8½ per cent.

During September the United Kingdom official reserves rose by £86 million to stand at £2,089 million at the end of the month. Further exchange control measures took effect on October 7 to extend the coverage of the prohibition of August 31 on the acquisition of short-dated British Government stocks and similar assets by non-residents to include British Government and Government-guaranteed securities of all maturities, sterling certificates of deposit, sterling acceptances, and commercial bills and promissory notes denominated in sterling.

New system for recording exports

INFORMATION on revised Customs procedures for obtaining details of goods exported was included in *Trade and Industry* dated August 19, 1971. Exporters and agents are reminded that the new procedures come into operation on October 25, 1971, and that on and after that date shipping companies and airlines will not be able to load goods for exportation unless they are in possession of a Customs stamped and numbered copy pre-entry for the goods or have had communicated to them the Customs Assigned Number of the person responsible for delivery to Customs of the export document for the goods. Full details of the procedures are contained in Customs Notice No. 275.

'Profit from Facts'

As part of its wider activities to assist users of official statistics, the Government Statistical Service has prepared **'Profit from Facts,'** a 36 page booklet designed particularly to help management in smaller business firms.

The booklet is illustrated with a number of examples, drawn from real-life situations, of how firms regularly make use of official statistics. And these specific examples are backed up by more general advice, in non-technical terms, on how reliable statistics can be used as a profitable alternative to 'hunch' or intuition in making business decisions. It is emphasised throughout that, although official sources often provide the best starting point, they cannot be expected to give all or even most of the answers. 'Profit from Facts' is not intended for the expert who is already very familiar with the subject. But many small and medium-sized firms that approach their production and marketing problems in a scientific way but who do not have statisticians and economists on their payrolls, will find something of value in this publication.

Copies can be obtained free, on request to the Press and Information Service, Central Statistical Office, Great George Street, London SW1 P3AQ.

Government statistics for industry

Also now available from the CSO is a completely revised version of the free leaflet, *Government Statistics for Industry* which gives up-to-date telephone numbers and extensions to call for information on all areas of official statistics of interest to industry and commerce.

United Kingdom trade in September

Summary

General Assessment. In September the surplus on visible trade was £57 million, seasonally adjusted. This figure reflects high exports in the month and a sharp increase in imports. In the first nine months of this year visible trade has been in surplus at an average rate of £20 million a month. In the third quarter the surplus averaged £58 million a month compared with an average of £1 million a month in the first half of this year. With net invisible earnings estimated to have been at a rate close to £50 million a month, the current account was in substantial surplus.

Exports. The value of exports in September was £797 million† on a balance of payments basis seasonally adjusted. In the third quarter exports averaged £776 million a month, 10 per cent higher than the monthly average of £705 million in the first half of the year, over which period the distortions due to strikes probably cancelled out. Of the increase since the first half year some two-thirds reflected a higher volume of exports and the remainder higher prices.

Imports. The September total for imports was £740 million on a balance of payments basis seasonally adjusted. In the third quarter imports averaged £718 million, 2 per cent higher than the average in the first half year. There has been little or no increase in the volume of imports between the two periods; almost all of the increase reflected higher prices.

† The recording of exports in September appears to have been affected in advance of the new arrangements which come into force on October 25 (see Note 1(e)) and provisionally the net adjustment for factors affecting recording has been assessed at nil. From January 1970 to August 1971 all figures for exports (except recorded figures in Table 4 and area and commodity analyses in Tables 5 and 6) and, in consequence, the figures for the visible balance include an addition of 2 per cent of the value of exports as an allowance for under-recording.

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values¶ — £ million per month

		Exports (fob)††	Imports (fob)‡‡	Visible balance
1969		588	600	−12
1970		657	657	+ 0
1969	1st quarter	547	590	−42
	2nd quarter	582	598	−16
	3rd quarter	610	598	+12
	4th quarter	615	615	− 0
1970	1st quarter	642	623	+19
	2nd quarter	654	666	−12
	3rd quarter	623	647	−24
	4th quarter	709	691	+18
1971	1st quarter	663	687	−24
	2nd quarter	748	722	+26
	3rd quarter p	776	718	+58
	April	743	727	+16
	May	728	701	+27
	June	772	737	+35
	July p	762	718	+44
	August p	769	697 r	+72 r
	September p	797	740	+57
	2nd quarter	748	722	+26
	3rd quarter p	776	718	+58

¶ Components and totals are rounded independently.
†† Includes balance of payments adjustments and allowance for factors affecting recording (see Table 2).
‡‡ Includes payments for US military aircraft and other balance of payments adjustments (see Table 3).
p Provisional estimates.
r Revised estimates.

TABLE 1A. Three-monthly averages ‖

		Exports (fob)††	Imports (fob)‡‡	Visible balance
1970	October	644	709	−65
	November	704	698	+ 5
	December	709	691	+18
1971	January	677	669	− 7
	February	655	664	− 9
	March	663	687	−24
	April	702	720	−17
	May	741	727	+14
	June	748	722	+26
	July	754	719	+35
	August	768	717	+50
	September	776	718	+58

‖ Average of month shown and two preceding months (see Note 1(d)).

TABLE 2. EXPORTS

Seasonally adjusted values¶ — £ million per month

		Overseas trade statistics basis§§ (fob)	Coverage adjustments	Net allowance for factors affecting recording†	Balance of payments basis (fob)
1969		612	−27	+ 4	588
1970		672	−28	+13	657
1969	1st quarter	562	−26	+12	547
	2nd quarter	600	−30	+12	582
	3rd quarter	640	−24	− 6	610
	4th quarter	645	−27	− 3	615
1970	1st quarter	655	−26	+13	642
	2nd quarter	669	−29	+13	654
	3rd quarter	638	−27	+13	623
	4th quarter	726	−31	+15	709
1971	1st quarter	678	−29	+14	663
	2nd quarter	766	−34	+15	748
	3rd quarter p	794	−29	+10	776
	April	761	−34	+15	743
	May	746	−33	+15	728
	June	790	−34	+16	772
	July p	774	−27	+15	762
	August p	780	−27	+16	769
	September p	829	−33	—	797
	2nd quarter	766	−34	+15	748
	3rd quarter p	794	−29	+10	776

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
† See Note 1(e).
p Provisional estimates.
r Revised estimates.

TABLE 3. IMPORTS

Seasonally adjusted values¶ — £ million per month

		Overseas trade statistics basis§§ (cif)	Adjustments to balance of payments basis: US military aircraft Arrivals	US military aircraft Payments	Freight insurance and other valuation adjustments	Coverage adjustments	Balance of payments basis (fob)
1969		693	−16	+ 5	−68	−14	600
1970		754	− 2	+ 1	−78	−19	657
1969	1st quarter	674	−17	+11	−68	−10	590
	2nd quarter	699	−22	+ 5	−68	−16	598
	3rd quarter	695	−16	+ 1	−68	−14	598
	4th quarter	703	− 8	+ 3	−68	−15	615
1970	1st quarter	716	− 2	+ 0	−72	−19	623
	2nd quarter	762	− 3	+ 0	−77	−16	666
	3rd quarter	741	− 1	+ 2	−79	−16	647
	4th quarter	799	− 2	+ 1	−84	−23	691
1971	1st quarter	794	− 1	+ 2	−87	−20	687
	2nd quarter	818	− 1	—	−85	−10	722
	3rd quarter p	818	− 1	—	−86	−13	718
	April	827	− 1	—	−84	−16	727
	May	795	− 1	—	−85	− 8	701
	June	831	− 1	—	−87	− 6	737
	July p	809	− 0	—	−82	− 9	718
	August p	798 r	− 1	—	−88	−12	697 r
	Sept p	847	− 1	—	−89	−17	740
	2nd quarter	818	− 1	—	−85	−10	722
	3rd quarter p	818	− 1	—	−86	−13	718

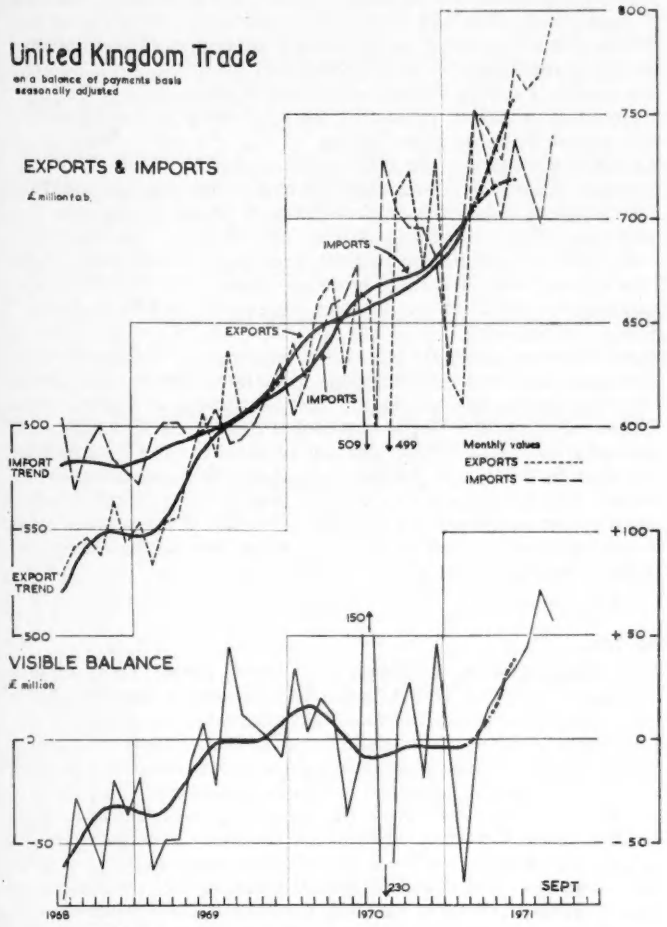
¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
p Provisional estimates.
r Revised estimates.

Exports

General Comment. The increase in exports in September from the already high level of recent months may partly reflect shipments to North America brought forward in anticipation of the dock strike on the eastern seaboard of the United States. It is clear, however, that there has been a sharp upturn in both the value and volume of exports in recent months. The average value in the third quarter was 10 per cent higher than in the first six months of the year, two-thirds of the increase being due to a higher volume of deliveries.

Market Pattern§. Exports to most destinations have shown marked increases in recent months. The rise in exports to North America has been especially sharp, with the average level of deliveries in the third quarter 18 per cent higher than the average in the preceding six months. For some considerable time past there has been little growth in exports to North America and some re-expansion was expected; the recent upturn, however, may have been exaggerated by action to forestall the United States dock strikes. The average level of exports to Western Europe in the latest quarter was 7 per cent higher than in the first half of the year, with most of the increase

(*continued on next page*)



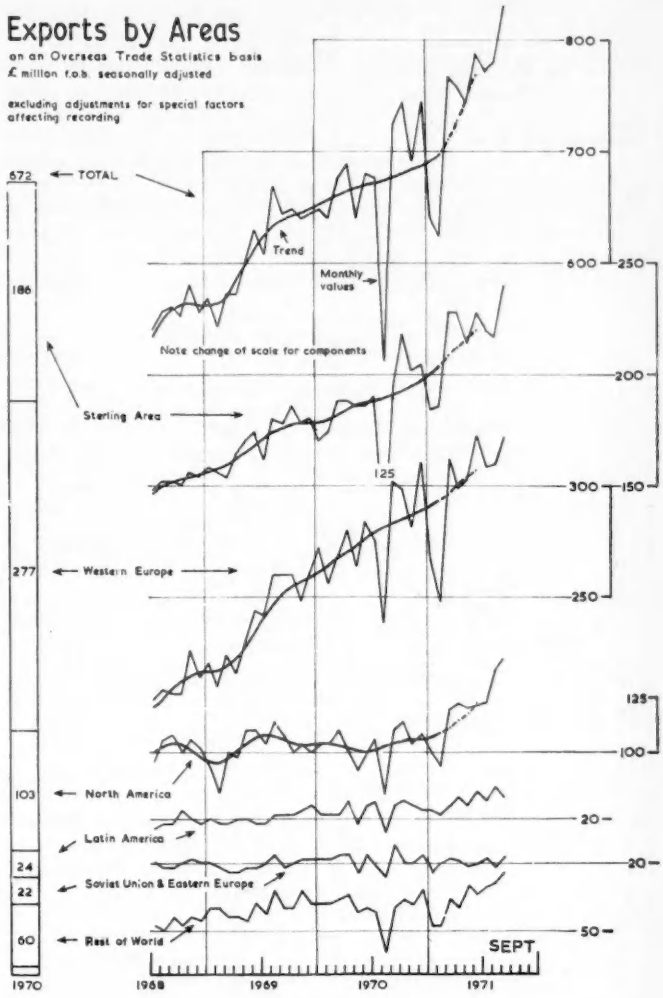


TABLE 4. Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob ‡	Imports cif	
			Total	Excluding US military aircraft, etc.
1969	2nd quarter	618.8	706.0	684.1
	3rd quarter	611.3	676.7	661.2
	4th quarter	660.8	701.7	694.1
1970	1st quarter	649.5	715.4	713.5
	2nd quarter	688.0	785.0	781.8
	3rd quarter	608.5	719.3	718.8
	4th quarter	741.6	797.4	795.3
1971	1st quarter	673.4	811.3	809.9
	2nd quarter	794.9	829.3	828.4
	3rd quarter p	769.1	795.4	794.6
	July	802.1	822.7	822.2
	August	719.2 r	732.0 r	731.1 r
	September p	785.9	831.3	830.5

‡ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.
r Revised estimates.

TABLE 5. EXPORTS: AREAS §
Overseas trade statistics basis §

Seasonally adjusted values — £ million fob per month

		Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of world
				Total	EEC	EFTA				
1970		672	186	277	147	107	103	24	22	60
	3rd quarter	638	171	272	146	103	100	22	20	53
	4th quarter	726	208	296	156	115	108	26	22	65
1971	1st quarter	678	199	276	145	108	105	23	20	56
	2nd quarter	766	224	307	163	117	122	30	20	66
	July	774	221	308	169	110	122	28	22	69
	August	780	217	310	162	116	137	35	19	71
	Sept p	829	240	322	170	118	142	30	23	76
	2nd quarter	766	224	307	163	117	122	30	20	66
	3rd quarter p	794	226	314	167	115	133	31	21	72

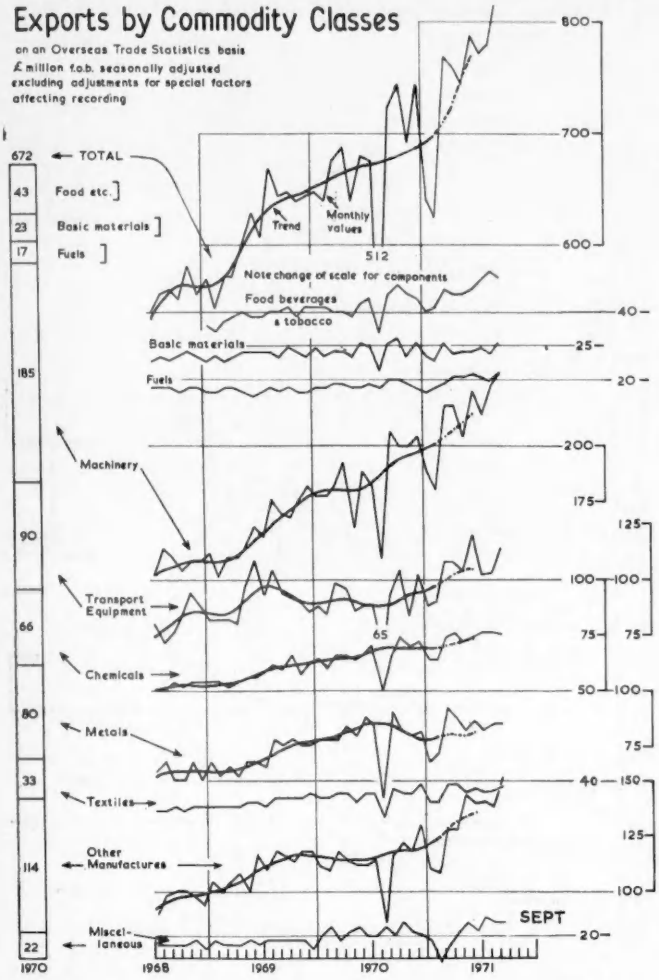
§ See Note 1(b). No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

UK TRADE IN SEPTEMBER

continued

reflecting higher deliveries to the EEC. The increase in exports to the sterling area was also 7 per cent between the same two periods and there were substantial rises to most other destinations.

Commodity Pattern§. The upward trend in the value of deliveries of machinery has continued, the monthly average of exports being 10 per cent higher in the third quarter than in the first half of this year. Exports of road motor vehicles have continued at a high level in recent months. The marked rise in exports of food, beverages and tobacco in the third quarter reflected increased shipments of whisky to the United States probably in anticipation of the east coast dock strike.



Imports

General Comment. In September imports at £740 million on a balance of payments basis were markedly higher than in recent months, a sharp rise in imports of semi-and finished manufactures being the main feature. On a trade statistics basis, arrivals of semi- and finished manufactures in September were £48 million higher than the monthly average in June-August; part of the increase reflected a high figure for arrivals of aircraft and the remainder may reflect the initial effects of renewed growth of demand in the United Kingdom economy.

In the third quarter as a whole, imports averaged £718 million a month on a balance of payments basis, 2 per cent higher than the average for the first half of this year. Apart from the tentative evidence of a rising trend in the volume of imported manufactures shown by the September figure, there has been little or no increase in the average monthly volume of imports between the two periods; the modest increase in value since the first half of this year has been almost entirely due to higher prices.

Commodity Pattern§. The only major groups to show significant increases in imports between the first half of this year and the third quarter were finished manufactures and semi-manufactures for which monthly average imports rose by 6 per cent and 4 per cent respectively between these periods. Fuel imports were only 1 per cent higher, while arrivals of basic materials were 1 per cent lower and imports of food, beverages and tobacco declined by 2 per cent.

Sources of Imports§. The sharp rise in imports of manufactures in September was also reflected in high imports for the month from the main manufacturing countries, especially in Western Europe. In the third quarter as a whole, the monthly average of imports from Western Europe was 3½ per cent higher than in the first half year, imports from EEC rising by 7 per cent but those from EFTA countries declining by 2 per cent. Arrivals from the sterling area increased by 7½ per cent between the two periods. Imports from North America were 9½ per cent lower on average in the last three months compared with the first half of this year; other and smaller sources of imports were on balance little changed.

§ See Note 1 (b)

Notes

1 (a) **Trade figures on a Balance of Payments Basis.** The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from these recorded in the monthly Overseas Trade Statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes

TABLE 6. EXPORTS: COMMODITY CLASSES§ Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

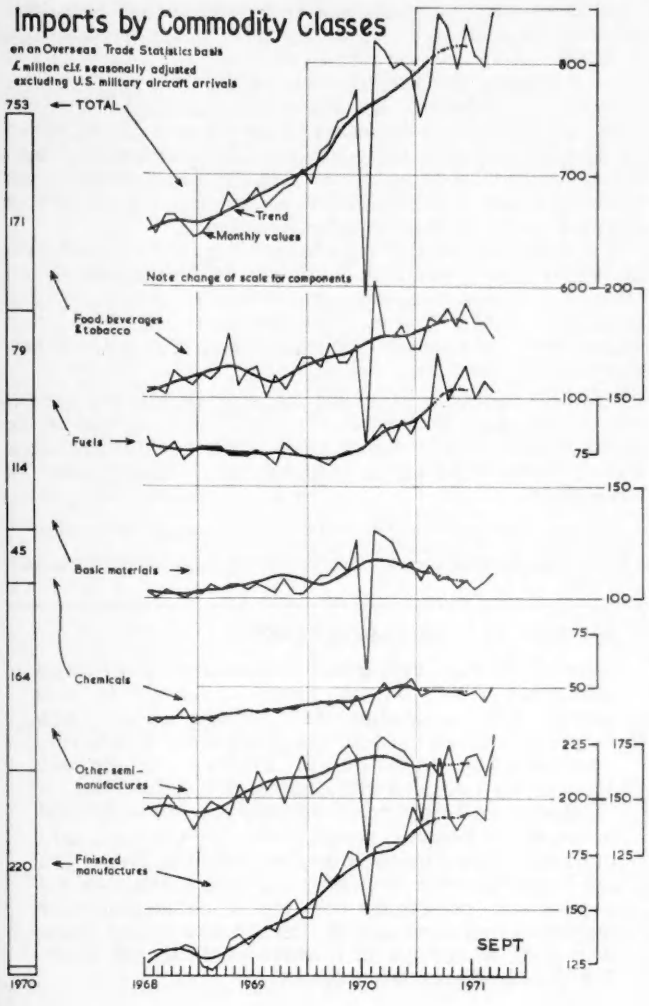
						Manufactures									
							Machinery and transport equipment								
		Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equip-ment	Chemicals	Metals and miscellaneous metal manu-factures	Textiles	Other manu-factures	Miscel-laneous
1970		672	43	23	17	567	275	185	70	20	66	80	33	114	22
	3rd quarter	638	41	21	18	536	262	179	65	17	62	76	31	105	21
	4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23
1971	1st quarter	678	44	21	16	584	290	195	75	21	67	78	32	115	15
	2nd quarter	766	49	22	21	652	323	215	85	25	74	85	36	137	24
	July	774	55	24	21	646	317	215	80	22	75	81	34	140	27
	August	780	58	21	19	659	329	227	80	21	76	85	35	138	26
	September p	829	55	26	23	700	354	234	84	30	75	85	37	151	26
	2nd quarter	766	49	22	21	652	323	215	85	25	74	85	36	137	24
	3rd quarter p	794	56	24	21	668	333	225	81	25	75	84	36	143	27

§ See Note 1(b). No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments 1971* (Table 7 and pp. 63-67) and in article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.



1(c) **Visible balance.** The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) **Trends.** Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) **Recording of exports.** The re-emergence of some under-recording of exports in 1970 was announced by the Secretary of State for Trade and Industry in the House of Commons on November 16, 1970. Checks made of export documents received against ship and aircraft manifests indicated that the level of under-recording had been about 2 per cent. Information from continuing monthly checks now covering up to May 1971 has not suggested any change in the level of under-recording.

On this evidence a provisional addition of 2 per cent has been added to the value of exports as an allowance for under-recording up to the month of August 1971; however, no addition has been made to the figures for September 1971 since the net adjustment for factors affecting recording has been assessed at nil for the reasons given below.

(*continued on next page*)

TABLE 7. IMPORTS: COMMODITY CLASSES Overseas trade statistics basis §

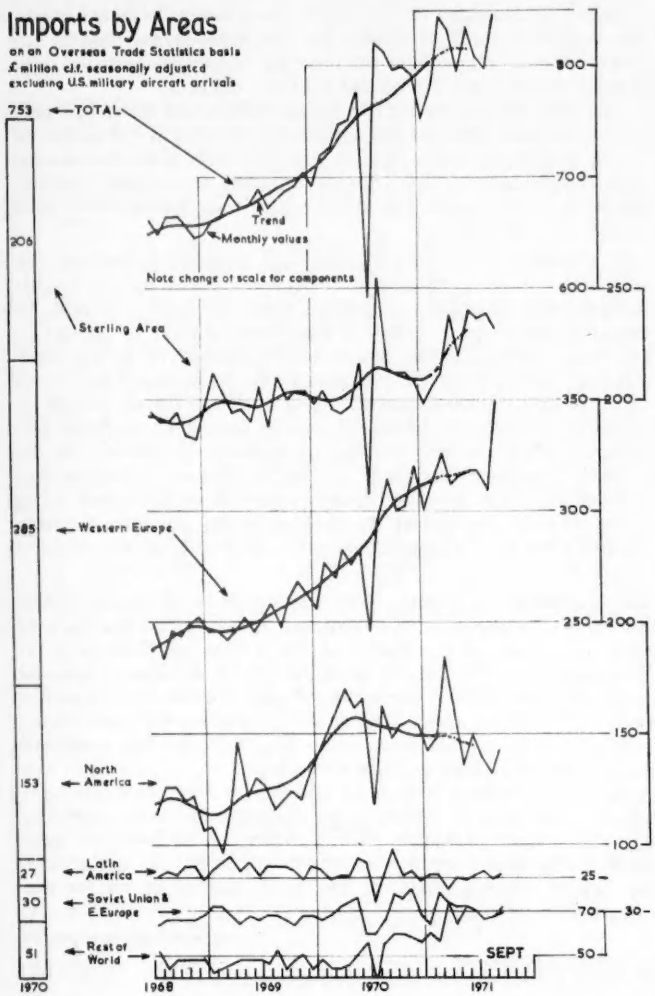
Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	Miscellaneous
1970	754	752	171	79	323	114	45	164	173	171	9
3rd quarter	741	740	170	83	312	108	45	159	169	169	8
4th quarter	799	797	177	85	340	119	50	171	186	185	10
1971 1st quarter	794	792	181	100	312	110	48	154	197	195	7
2nd quarter	818	817	188	106	319	107	47	165	191	190	11
July	809	809	184	101	322	105	48	169	195	195	9
August	798	797	184	108	310	107	43	160	191	190	12
September p	847	846	177	103	334	111	50	174	230	229	9
2nd quarter	818	817	188	106	319	107	47	165	191	190	11
3rd quarter p	818	817	181	104	322	107	47	168	205	205	10

p Provisional estimates.
§ See Note 1(b).

UK TRADE IN SEPTEMBER
continued

Information on the receipt of export documents suggests that in the second half of September documents were beginning to come in more quickly than in previous months. This may have been the result of early preparations by exporters to meet the more exacting requirements of the new scheme to ensure the full recording of exports which is to be introduced on October 25. The new arrangements were explained in detail to exporters and agents by the issue of a Customs Notice on August 11, and by the end of September over 6,000 firms had applied for and received their Customs Assigned Number, the use of which is a prominent feature of the new scheme.



The speeding-up in the flow of documents represents neither an increase in the physical dispatch of exports in the month nor a reduction in the proportion of documents not submitted, but rather a bringing forward into September of documents which would otherwise have been submitted in a later month. It is therefore necessary to make some reduction from the recorded figures for this speeding up.

There is also the possibility, however, that exporters' preparations for the new recording system are resulting in under-recording being reduced in advance of new arrangements commencing and this casts doubts on the appropriateness of an addition in September for under-recording of 2 per cent, when this is necessarily based on checks of manifests for shipments in months well before the details of the new scheme had been made known to individual firms. Any addition for under-recording in September would be offset by a deduction for speeding-up referred to above.

At this stage, the net adjustment appropriate to September cannot be quantified precisely. It may well be quite small compared with the addition that has recently been made of £15/16 million to the monthly figures up to August. It has therefore been considered appropriate to make, provisionally, no net allowance for recording influences for September, an assumption which will be reviewed when further information is available.

It is to be noted that after the introduction of the new arrangements for export recording, not only will the submission of documents be more complete, but it is expected that some further speeding-up in the flow of documents will occur. Appropriate adjustments to the recorded figures may be needed until the new scheme settles down.

2. Detailed particulars of United Kingdom imports and exports will be published on October 27† and further analysis of the figures will be found in Tables 124 to 143 in the Monthly Digest for November‡, due to be published in the second week of December.

† Overseas Trade Statistics of the United Kingdom, September 1971, published by HMSO, price £1.85 (Annual Subscription £25.05).
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A LIBRARY FOR EXPORTERS

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TABLE 8. IMPORTS: AREAS: Overseas trade statistics basis §

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling area	Western Europe	North America: Total	North America: Excluding US military aircraft etc.	Latin America	Soviet Union and Eastern Europe	Rest of world
1970	754	752	205	285	155	153	27	30	51
3rd quarter	741	740	208	285	143	143	26	28	51
4th quarter	799	797	211	307	156	154	26	35	58
1971 1st quarter	794	792	206	314	159	158	24	31	63
2nd quarter	818	817	232	315	149	148	25	29	69
July	809	809	236	318	141	141	28	26	66
August	798	797	239	309	133	132	24	27	67
September p	847	846	232	349	144	143	26	31	69
2nd quarter	818	817	232	315	149	148	25	29	69
3rd quarter p	818	817	236	325	139	139	26	28	67

p Provisional estimates.
§ See Note 1(b).

Programme of trade promotions 1971-73

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July and October.

Section I list overseas trade promotions over the next two years for which DTI support is already being planned, or is under consideration. The information is necessarily brief, but further details can be obtained from the trade association or from the officer named against the event. (Tel. 01-248 5757). The date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Where no date is shown, the closing date has not yet been fixed.

Section II (Europe) and **Section III (outside Europe)** list a number of regular overseas trade fairs, some of which are also included in Section I. **Section IV** lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups below, definite dates being given when known or alternatively the month in which a fair is usually held.

Inquiries for details of the Joint Venture Scheme under which the Department of Trade and Industry co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with the Section not related to a specific event should be made to Fairs & Promotions Branch, Department of Trade and Industry, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7200). (FULL DETAILS OF HOW THE DEPARTMENT OF TRADE AND INDUSTRY CAN HELP YOU APPEAR ON PAGE iii)

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Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Fancy goods, jewellery and giftware
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialised fairs

Section 1

Overseas Fairs, British Weeks and Store Promotions taking place with Department of Trade and Industry assistance

(a) General Fairs—page i **(b) Specialised Fairs—Page ii**
(c) British Weeks and Store Promotions—Page xix

(a) General fairs

1971

SINGAPORE:
British Industrial Exhibition—18-29 October 1971
Special British exhibition organised by the Department of Trade and Industry.
(Mrs. I. M. Janzen, Ext. 7093)
(Cut off date: 26.2.71)

LIMA:
Pacific International Trade Fair—12-28 November 1971
Official information stand manned by representative of the British Embassy Lima.
(Miss. F. King, Ext. 7092)

1972

TRIPOLI:
International Trade Fair—1-20 March 1972
The Department of Trade and Industry will organise a British pavilion at this event
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FRANKFURT:
International Spring Fair—5-9 March 1972
Official information stand and joint ventures with:
(i) Piano Manufacturers Association.
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UK TRADE IN SEPTEMBER
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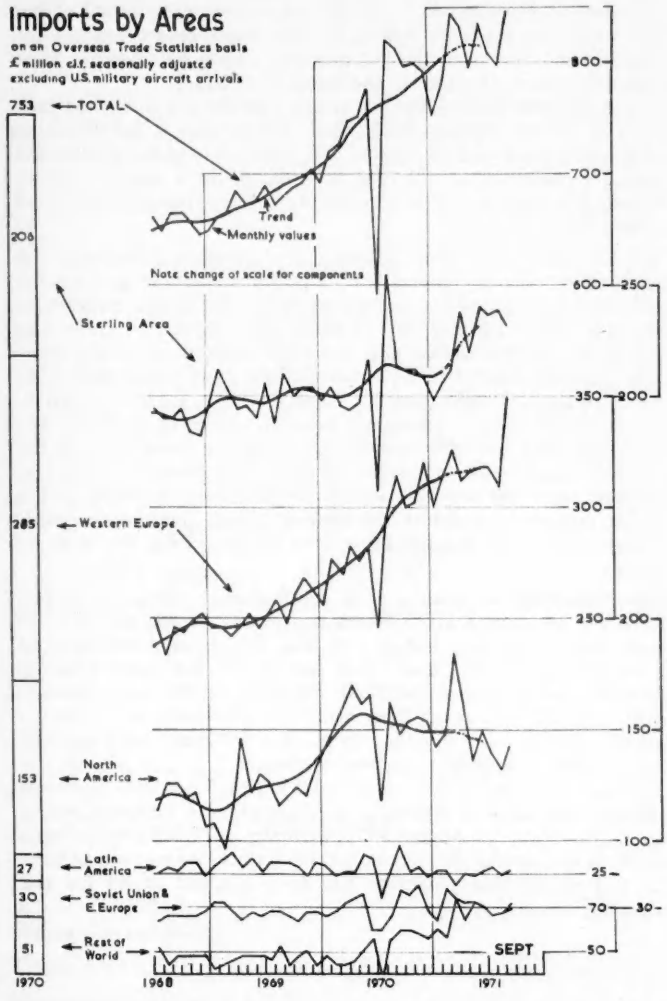

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Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialised fairs

Section 1

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(a) General Fairs—page i **(b) Specialised Fairs—Page ii**
(c) British Weeks and Store Promotions—Page xix

(a) General fairs

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(Miss. F. King, Ext. 7092)

1972

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International Trade Fair—1-20 March 1972
The Department of Trade and Industry will organise a British pavilion at this event
(M. L. Sellek, Ext. 7314)
(Cut off date: 27.8.71)

FRANKFURT:
International Spring Fair—5-9 March 1972
Official information stand and joint ventures with:
(i) Piano Manufacturers Association.
(ii) Association of Musical Instrument Industries.
(iii) British Stationery and Office Equipment Association.
(iv) Export Council for the Jewellery and Giftware Industries.
(v) British Pottery Manufacturers Federation.
(K. J. C. Edgington, Ext. 7201)
(Cut off date 6.9.71)

A • •

JOHANNESBURG:
Rand Easter Show—21 March-3 April 1972
Joint venture with Birmingham Chamber of Commerce and Industry.
(K. R. Timmins, Ext. 7104)
(Cut off date: 18.10.71)

HANOVER:
Hanover Fair—20-28 April 1972
Official information office and joint ventures with:
(i) British Electrical and Allied Manufacturers Association.
(ii) Business Equipment Trades Association.
(iii) Lighting Industry Federation.
(iv) British Stationery & Office Equipment Association.
(v) Electronic Components Centre (Great Britain) Ltd.
(vi) Engineering & Building Centre Birmingham.
(vii) British Internal Combustion Engine Manufacturers' Association.
And other appropriate trade associations
(Miss. A. P. Barber, Ext. 7080)

BRNO:
Third International Consumer Goods Fair—28 April-5 May 1972
Joint ventures with the appropriate trade Associations.
(D. V. Griffiths, Ext. 7213)
(Cut off date: 1.11.71)

GOTHENBURG:
International Trade Fair—5-14 May 1972
Joint venture with the Scottish Council Development and Industry.
(Miss. J. M. Coker, Ext. 308)
(Cut off date: 1.11.71)

BUDAPEST:
International Fair—19-29 May 1972
The Department of Trade and Industry may organise a British Pavilion at this event.
(D. V. Griffiths, Ext. 7213)
(Cut off date: 15.10.71)

LISBON:
International Trade Fair—9-23 June 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.1.72)

CARACAS:
British Technological Symposium—June 1972
Symposium sponsored by DTI/BNEC.
(Miss F. King, Ext. 7092)

MEXICO CITY:
British Technological Symposium—June 1972
Symposium sponsored by DTI/BNEC.
(Miss F. King, Ext. 7092)

POZNAN:
International Fair—June 1972
The Department of Trade and Industry may organise a British pavilion at this event.
(G. H. Dailey, Ext. 602)
(Cut off date: 10.12.71)

BOGOTA:
International Trade Fair— 5-20 August 1972
The Department of Trade and Industry may organise a British pavilion featuring capital goods at this event.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.71)

HELSINKI:
International Trade Fair—September 1972
Joint ventures with appropraite trade associations.
(Miss J. M. Coker, Ext. 308)

BAGHDAD:
International Trade Fair—1-20 October 1972
The Department of Trade and Industry may organise a British pavilion at this event.
(M. L. Sellek, Ext. 7314)
(Cut off date: 17.12.71)

HONG KONG:
British Industrial Exhibition—6-15 November 1972
Special British Exhibition organised by the Department of Trade and Industry.
(Mrs. I. M. Janzen, Ext. 7093)
(Cut off date: 10.1.72)

1973

FRANKFURT:
International Spring Fair—February 1973
Joint ventures with appropriate trade associations.
(K. J. C. Edgington, Ext. 7201)

ZAGREB:
International Spring Fair—April 1973
Joint venture with appropriate trade associations.
(G. H. Dailey, Ext. 602)
(Cut off date: 31.7.72)

BUDAPEST:
International Fair—19-27 May 1973
Joint venture with appropriate trade association.
(D. V. Griffiths, Ext. 7213)
(Cut off date: 31.8.72)

TEL AVIV:
International Trade Fair (Technology)—June 1973
The Department of Trade and Industry may organise a British pavilion at this event.
(J. A. Swinton, Ext. 7209)

LISBON:
International Trade Fair—June 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.1.73)

(b) Specialised Fairs

Agriculture, Forestry, Fishing and Agricultural Machinery

1971

TEL AVIV:
Agricultural and Food Exhibition—16-25 November 1971
Joint venture with the British National Export Council.
(J. A. Swinton, Ext. 7209)
(Cut off date: 1.3.71)

1972

TORONTO:
Farm & Industrial Equipment Show—26-29 January 1972
Joint venture with Agricultural Engineers Association.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 1.6.71)

PARIS:
International Agricultural Exhibition— 4-12 March 1972
Joint venture with British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 15.9.71)

PARIS:
International Agricultural Machinery Exhibition—5-11 March 1972
Joint venture with Agricultural Engineers Association.
(M. A. Burrows, Ext. 7205)
(Cut off date: 5.9.71)

ZARAGOZA:
International Agricultural Machinery Fair—8-16 April 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.10.71)

LIMA:
International Fair for the Fishing and Food Industries (Tecnopan 72)—17-23 April 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.71)

HANOVER:
International Agricultural Exhibition (DLG)—28 May-4 June 1972
Joint venture with:
(i) The British Agricultural Export Council
(ii) The Agricultural Engineers Association Ltd.
(K. J. C. Edgington, Ext. 7201)
(Cut off date: 15.8.71)

JONKOPING:
European Agricultural and Industrial Fair (ELMIA)—June 1972
Joint venture with the Agricultural Engineers Association.
(Miss J. M. Coker, Ext. 308)
(Cut off date: 30.11.71)

SANTAREM RIBATEJO:
Agricultural Fair—June 1972
Joint venture with appropriate trade associations.
(J. W. Coupar, Ext. 571)
(Cut off date: 1. 12.71)

HERNING:
Agricultural Show—5-8 July 1972
Joint venture with Agricultural Engineers Association.
(B. Poole, Ext. 7207)

MOSCOW:
Modern Agricultural Machinery, Equipment & Instruments—6-20 September 1972
Joint venture with British Agricultural Export Council
(R. M. Dale, Ext. 7246)
(Cut off date: April/May 1972)

FRANKFURT:
International Dairy Engineering Exhibition—8-12 September 1972
Joint venture with the Dairy Engineers Association.
(K. J. C. Edgington, Ext. 7201)

1973

PARIS:
International Agricultural Machinery Exhibition—March 1973
Joint venture with the appropriate trade association.
(M. A. Burrows, Ext. 7205)

PARIS:
International Agricultural Exhibition—March 1973
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)

VERONA:
International Agricultural Fair—March 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.10.72)

ZARAGOZA:
International Agricultural Machinery Fair—March/April 1973
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 1.10.72)

SANTAREM RIBATEJO:
Agricultural Fair—June 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Est. 571)
(Cut off date: 1.1.73)

Aircraft and Aeronautical Equipment

1971

NAGOYA:
Aerospace Show—29 October-3 November 1971
Joint venture with the Society of British Aerospace Companies.
(K. R. Timmins, Ext. 7104)
(Cut off date: 1.1.71)

1972

HANOVER:
International Air Show—21 April-1 May 1972
Joint venture with the Society of British Aerospace Companies.
(K. J. C. Edgington, Ext. 7201)

WASHINGTON DC:
United States International Transportation Exposition—27 May-4 June 1972
Joint venture with the appropriate trade associations.
(R. J. Middleton, Ext. 7094)
(Cut off date: 1.9.71)

GENEVA:
International Airport Construction and Equipment Exhibition—19-23 June 1972
Joint venture with the British Airport Construction and Equipment Association and the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.12.71)

TURIN:
International Aerospace Show—June 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
Cut off date: 1.1.72)

How the Department of Trade and Industry can help you to promote your goods overseas

In 1970 the Department of Trade and Industry provided practical help to some 6,000 British firms to exhibit at some 285 trade fairs in thirty-seven different countries: to six British Shopping Weeks; and to fifty-nine store promotions. The Department of Trade and Industry helps British firms to promote their goods overseas in the following ways.

Joint Ventures

Under its Joint Venture Scheme the Department of Trade and Industry provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the Department pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged a participation fee.

British Pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the Department organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Information Stands

At the more important trade fairs, especially in Western Europe, the Department provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Weeks

British weeks are organised and financed by the Department of Trade and Industry in conjunction with the appropriate area organisation of the British National Export Council. They are major promotions of British consumer and consumer durable goods at the point of sale in a selected city overseas. The aim is to develop sales direct to customers through every suitable shop or other retail outlet in a selected area of a chosen city. Capital equipment manufacturers also take advantage of the favourable atmosphere created during these events.

British Shopping Weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The Department of Trade and Industry may provide display material, arrange supporting events and may help individual stores to arrange special features.

Store Promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The Department of Trade and Industry assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

1973

PARIS:
International Aeronautics & Space Exhibition—May/June 1973
Joint venture with appropriate trade associations.
(Miss D. M. Wilmot Ext. 7211)
(Cut off date: Not yet arranged)

Books and Periodicals

1971

BELGRADE:
XIV International Book Fair—11-17 November 1971
Joint venture with the Book Development Council.
(G. H. Dailey, Ext. 602)
(Cut off date: 1.10.71)

1972

NEW DELHI:
World Book Fair—22 January-6 February 1972
Joint venture with the Book Development Council.
(Mrs. I. M. Janzen, Ext. 7093)
(Cut off date: 30.6.71)

BRUSSELS:
International Book Fair—11-19 March 1972
Trade information stand manned by the Publishers Association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.2.71)

BOLOGNA:
International Book Fair for Children and Youth—April 1972
Joint Venture with appropriate trade association.
(Mr. J. W. Coupar, Ext. 571)
(Cut off date: 1.10.71)

FRANKFURT:
International Book Fair—September 1972
Joint venture with appropriate trade Association.
(Miss A. P. Barber, Ext. 7080)

1973

BRUSSELS:
International Book Fair—March 1973
Trade information stand manned by the Publishers Association.
(J. W. Coupar, Ext. 571)

BOLOGNA:
International Book Fair for Children and Youth—April 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.10.72)

Building, Public Works and Construction Equipment

1971

PARIS:
International Building Exhibition (Batimat)—18-28 November 1971
Joint ventures with:
(i) Building Materials Export Group.
(ii) London Building Centre.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 26.2.71)

1972

MUNICH:
International Trade Exhibition of Building Materials Structural Elements and Interior Finishing (BAU)—29 January-6 February 1972
Joint venture with The Building Materials Export Group
(Miss A. P. Barber, Ext. 7080)
(Cut off date: 27.5.71)

KUWAIT:
Building Materials Exhibition—20-24 February 1972
Joint venture with the Building Materials Export Group.
(J. A. Swinton, Ext. 7209)
(Cut off date: 15.9.71)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment) 25 February-5 March 1972
Joint venture with the Building Materials Export Group.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.9.71)

ZAGREB:
International Spring Fair (6th International Building Fair)—17-23 April 1972
Joint venture with Building Materials Export Group.
(G. H. Dailey, Ext. 602)
(Cut off date: 17.9.71)

WASHINGTON DC:
United States International Transportation Exposition—27 May-4 June 1972
Joint venture with the appropriate trade associations.
(R. J. Middleton, Ext. 7094)
(Cut off date: 1.9.71)

JOHANNESBURG:
International Mechanical Handling Exhibition—15-20 June 1972
Joint venture with Engineering and Building Centre Birmingham.
(K. R. Timmins, Ext. 7104)
(Cut off date: 30.9.71)

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JOHANNESBURG:
South African Building Exhibition—2-10 August 1972
Joint venture with Building Materials Export Group.
(K. R. Timmins, Ext. 7104)
(Cut off date: 23.10.71)

BOLOGNA:
International Building Exhibition—October 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 751)
(Cut off date: 1.5.72)

MUNICH:
International Sewage and Refuse Engineering Exhibition and Symposium (IFAT)—3-9 November 1972
Joint venture with British Water and Effluent Treatment Plant Association.
(Miss A. P. Barber, Ext. 7080)
(Cut off date: 31.1.72)

TORONTO:
Construction Show—4-7 December 1972
Joint venture with the London Chamber of Commerce.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 1.6.72)

1973

COPENHAGEN:
Building for Billions—1973
Joint venture with appropriate trade associations.
(B. Poole, Ext. 7207)

SAO PAULO:
International Building and Construction Exhibition—1973
Joint venture with the London Group of Building Centres.
(Miss F. King, Ext. 7092)

MOSCOW:
Building and Road Making Machinery and Equipment for Mechanisation of Construction and Erection—1973
The Department of Trade and Industry may organise a British pavilion at this event.
(R. M. Dale, Ext. 7246)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment)—March 1973
Joint venture with the Building Materials Export Group
(J. W. Coupar, Ext. 571)
(Cut off date: 1.10.72)

UTRECHT:
International Building Exhibition—April 1973
Joint venture with the appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 1.8.72)

BOLOGNA:
International Building Exhibition—October 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 15.4.73)

Chemicals and Allied Industries including Plastics

1971

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—14-21 October, 1971
Joint venture with the Council of British Manufacturers of Petroleum Equipment
(Miss F. King, Ext. 7092)
(Cut off date: 26.2.71)

1972

MOSCOW:
"Krasiteli—72":
Laboratory Equipment for Testing Dyes and other substances used in the Textile Industry—26 January-5 February 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: 31.8.71)

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—6-10 March 1972
Joint venture with the Scientific Instrument Manufacturers Association of Great Britain.
(P. J. Dring, Ext. 7097)
(Cut off date: 24.9.71)

MUNICH:
International Trade Exhibition and Congress for Bio-Chemical Analysis (Analytica)—25-28 April 1972
Joint venture with appropriate trade association.
(K. J. C. Edgington, Ext. 7201)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech 2)—16-20 May 1972
Joint venture with the London Chamber of Commerce.
(Miss F. King, Ext. 7092)
(Cut off date: 29.10.71)

COPENHAGEN:
International Congress on Clinical Chemistry—19-23 June 1972
Joint venture with British Hospitals Export Council.
(B. Poole, Ext. 7207)
(Cut off date: 30.9.71)

MILAN:
International Plastics Exhibition (Plast 72)—8-15 October 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date, 10-12-71)

1973

FRANKFURT:
Chemical Engineering Exhibition and Congress "Achema"—20-27 June 1973
Joint ventures with:
(i) British Chemical Plant Manufacturers Association
(ii) Scientific Instrument Manufacturers Association
(iii) British Laboratory Ware Association.
(K. J. C. Edgington, Ext. 7201)
(Cut off date, 5.4.71)

Clothing

1971

NEW YORK:
National Association of Men's Sportswear Buyers—17-20 October 1971
Joint venture with Clothing Export Council.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 31.8.71)

PARIS:
International Women's Ready to Wear Clothing—22-26 October 1971
Joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: 30.6.71)

NEW YORK:
National Outerwear and Sportswear Association Supplies Exhibition—24-27 October 1971
Joint venture with Leather Institute.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 31.3.71)

DUSSELDORF:
International Fashion Trade Fair (Igedo)—24-28 October 1971
Joint venture with the Clothing Export Council.
(Miss A. Jolly, Ext. 7203)
(Cut off date: 27.5.71)

SAN FRANCISCO:
"Target California":
Salesmen's Fashion Guild Market Week—7-10 November 1971
Joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)
(Cut off date: 15.9.71)

LOS ANGELES:
"Target California":
Pacific Coast Travellers' Show—14-17 November 1971
Joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)
(Cut off date, 6.9.71)

1972

NEW YORK:
National Children's Wear Association Display of British Children's Wear—2-10 January 1972
Joint venture with National Children's Wear Association.
(H. Gladwell, Ext. 318)
(Cut off date: 4.11.71)

SAN FRANCISCO:
"Target California":
Display of British Children's Wear—11-14 January 1972
Joint venture with the National Children's Wear Association.
(C. J. Mather, Ext. 265)
(Cut off date: 4.11.71)

PARIS:
European Menswear Exhibition—12-15 February 1972
Joint venture with the British Menswear Guild.
(M. A. Burrows, Ext. 7205)
(Cut off date: 31.8.71)

PARIS:
Knitting Industries Exhibition—12-15 February 1972
Joint venture with British Hosiery and Knitwear Export Group.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 31.8.71)

COLOGNE:
International Fair for the Child—10-12 March 1972
Joint ventures with:
(i) Brit..h Nursery Goods Association.
(ii) National Children's Wear Association.
(Miss A. Jolly, Ext. 7203)
(Cut off date, 14.9.71)

MUNICH:
Fashion Week—19-23 March 1972
Joint venture with Clothing Export Council.
(Miss A. Jolly, Ext. 7203)
(Cut off date: 12.11.71)

COPENHAGEN:
International Fashion Fair—12-15 March 1972
Joint venture with appropriate trade associations.
(B. Poole, Ext. 7207)

DUSSELDORF:
International Fashion Trade Fair (Igedo)—23-27 April 1971
Joint venture with Clothing Export Council.
(Miss A. Jolly, Ext. 7203)
(Cut off date: 12.11.71)

MOSCOW:
Equipment for Sheepskin and Fur Coat Industry—"Mehprom 72"—16-25 October 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)

1973

PARIS:
Knitting Industries Exhibition—February 1973
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)

PARIS:
International Menswear Exhibition—February 1973
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 7205)

Display and Shop Equipment

1972

DUSSELDORF:
4th European Fair Modern Shopfitting and Display with Congress (Euroshop)—23-27 February 1972
Joint venture with the National Display Equipment Association.
(Miss A. Jolly, Ext. 7203)
(Cut off date: 14.8.71)

Engineering, Electrical and Electronic, including Radio and Television

1972

TOKYO:
Internepcon—19-22 January 1972
Joint venture with Scottish Council Development and Industry
(K. R. Timmins, Ext. 7104)
(Cut off date: 20.7.71)

ANAHEIM, CALIFORNIA:
"Target California":
National Electronic Packaging Convention (Nepcon West)—8-10 February 1972
Joint venture with the Scottish Council
(C. J. Mather, Ext. 265)
(Cut off date: 27.9.71)

NEW YORK:
Institute of Electrical and Electronics Engineers International Convention and Exposition (Intercon)—20-23 March 1972
Joint venture with Electronic Engineering Association.
(H. Gladwell, Ext. 318)
(Cut off date: 6.1.72)

PARIS:
International Exhibition of Electronic Components—6-11 April 1972
Joint venture with Electronic Components Board.
(Miss D. Wilmot, Ext. 7211)

CANNES:
International Television Programme Market (MIP TV)—15-20 April 1972
Joint venture with the Film Production Association.
(M. A. Burrows, Ext. 7205)
(Cut off date: 14.1.72)

NEW YORK:
National Electronic Packaging and Production Conference (Nepcon East)—13-15 June 1972
Joint venture with Westminster Chamber of Commerce.
(H. Gladwell, Ext. 318)
(Cut off date: 2.12.71)

JOHANNESBURG:
Electrical, Electronic and Nucleonic Engineering Exhibition (Electra '72)—17-22 July 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)
(Cut off date: 1.1.72)

TOKYO:
Japan Electronics Show—21-27 September 1972
Joint venture with appropriate trade associations.
(K. R. Timmins, Ext. 7104)
(Cut off date: 7.1.72)

COPENHAGEN:
Electronics Exhibition (Electronik)—30 September-6 October 1972
Joint venture with Scientific Instrument Manufacturers Association.
(B. Poole, Ext. 7207)

STOCKHOLM:
IM '72 Instrument and Measuring Techniques Exhibition—2-7 October 1972
Joint venture with the appropriate trade associations.
(Miss J. M. Coker, Ext. 308)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October 1972
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 31.3.72)

MILAN:
Instrumentation and Automation Exhibition—November 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.6.72)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—23-29 November 1972
Joint venture with the Electronic Components Board.
(K. J. C. Edgington, Ext. 7201)

1973

BASLE:
International Exhibition of Industrial Electronics (Inel)—6-10 March 1973
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.9.72)

PARIS:
International Exhibition of Electronic Components—April 1973
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 7205)

CANNES:
International Television Programme Market (MIP TV)—April 1973
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 7205)

AMSTERDAM:
International Radio and Television Exhibition (Firato)—September 1973
Joint ventures with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 20.2.73)

Engineering, Other

1971

DETROIT:
Materials Engineering Exposition (The Metals Show)—18-21 October 1971
Joint venture with the Westminster Chamber of Commerce.
(P. J. Dring, Ext. 7097)
(Cut off date: 18.3.71)

PARIS:
International Hydraulics and Compressed Air Exhibition (Mecanelem)—29 November-4 December 1971
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: 30.3.71)

1972

ZURICH:
Swiss Driving Power Techniques Exhibition—2-7 March 1972
Trade Information Stand sponsored by the British Pump Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.10.71)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus (Fluid 72)—10-15 March 1972
Joint venture with appropriate trade associations.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.9.71)

LOS ANGELES:
"Target California":
Western Metal and Tool Exposition (Westec)—13-17 March 1972
Joint venture with the Machine Tool Trades Association.
(C. J. Mather, Ext. 265)
(Cut off date: 30.9.71)

SAN FRANCISCO:
"Target California":
Gas Turbine Conference and Products Show—26-30 March 1972
Joint venture with the British Electrical and Allied Manufacturers' Association.
(C. J. Mather, Ext. 265)
(Cut off date: 21.9.71)

DETROIT:
American Welding Society Annual Meeting and Welding Exposition—11-13 April 1972
Joint venture with the appropriate trade association.
(P. J. Dring, Ext. 7097)
(Cut off date: 1.11.71)

PARIS:
French Machine Tools Exhibition—19-27 April 1972
A joint venture with the Machine Tool Trades Association.
(M. A. Burrows, Ext. 7205)
(Cut off date: 15.10.71)

CHICAGO:
Society of Mechanical Engineers Conference and Exhibition ("SME")—24-28 April 1972
Joint venture with the Gauge and Tool Makers Association.
(P. J. Dring, Ext. 7097)
(Cut off date: 21.9.71)

PHILADELPHIA:
76th AFS Casting Congress and Exhibition and 39th International Foundry Congress—7-12 May 1972
Joint venture with Birmingham Chamber of Commerce and Industry.
(R. J. Middleton, Ext. 7094)
(Cut off date: 1.9.71)

CHICAGO:
Design Engineering Show—8-11 May 1972
Joint venture with the Measurement Control and Automation Conference.
(P. J. Dring, Ext. 7097)
(Cut off date: 1.11.71)

TORONTO:
National Industrial Production Show—8-12 May 1972
Joint ventures with:
(i) The Gauge and Tool Makers Association.
(ii) The Birmingham Chamber of Commerce and Industry.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 18.6.71)

MOSCOW:
Equipment and Instruments for Production of Metallic Articles by Cold Forming and Stamping—"Metizy 72"—16-18 May 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)

BRUSSELS:
International Industrial Equipment Exhibition—27 May-3 June 1972
Joint venture with the Birmingham Engineering and Building Centre.
(J. W. Coupar, Ext. 571)
(Cut off date: 20.9.71)

BASLE:
International Wire Exhibition—30 May-3 June 1972
Joint venture with the Wire Machinery Association.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.12.71)

COPENHAGEN:
Exhibition and Symposium for the Engineering Industries—May 1972
Joint venture with Engineering Industries Association.
(B. Poole, Ext. 7207)

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SYDNEY:
International Engineering Exhibition—7-12 August 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)
(Cut off date: 1.1.72)

BRNO:
International Engineering Fair—September 1972
Joint ventures with appropriate trade associations.
(D. V. Griffiths, Ext. 7213)
(Cut off date: 31.12.71)

STOCKHOLM:
Technical Fair—1-10 October 1972
Joint ventures with the appropriate trade associations.
(Miss J. M. Coker, Ext. 308)

COPENHAGEN:
Intertool 72—31 October-5 November 1972
Joint ventures with Machine Tool Trades Association and Gauge and Tool Makers Association.
(B. Poole, Ext. 7207)

ZURICH:
International Hydraulics and Pneumatic Exhibition—13-18 November 1972
oint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.5.72)

SAN FRANCISCO:
"Target California"
Western Plant Engineering and Maintenance Show—14-16 November 1972
Joint venture with the Birmingham Engineering and Building Centre.
(C. J. Mather, Ext. 265)
(Cut off date: 25.2.72)

1973

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtecnic)—January-February 1973
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)
(Cut off date, 1.6.72)

BASLE:
International Water Sewage and Air Purification Exhibition (Pro-Aqua)—June 1973
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)
(Cut off date, 1.12.72)

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1971

TEL AVIV:
Agricultural and Food Exhibition—16-25 November 1971
Joint venture with the British National Export Council.
(J. A. Swinton, Ext. 7209)
(Cut off date: 1.3.71)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—17-23 November 1971
Joint ventures with:
(i) The London Chamber of Commerce.
(ii) Federation of British Carpet Manufacturers.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 25.1.71)

1972

COLOGNE:
International Sweets and Biscuits Fair (ISM 72)—22-26 February 1972
Joint venture with British Food Export Council.
(M. F. Moor, Ext. 7045)
(Cut off date: 26.8.71)

LIMA:
International Fair for the Fishing and Food Industries (Tecnopan 72)—17-23 April 1972
Joint venture with appropriate trade association
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.71)

SYDNEY:
Australian Catering Trade Fair—15-19 May 1972
Joint venture with appropriate trade association
(Mrs. I. M. Janzen, Ext. 7093)
(Cut off date: 20.10.71)

KIEV:
Food and Packaging Machinery Equipment for the Baking Confectionery & Canning Industries etc.—30 May-14 June 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Sept/Oct 1971)

CHICAGO:
National Restaurant—Hotel—Motel Convention and Exhibition—20-24 May 1972
Joint venture with the London Chamber of Commerce.
(P. J. Dring, Ext. 7097)
(Cut off date: 7.10.71)

NEW YORK:
National Food and Confectionery Show—23-26 July 1972
Joint venture with the British Food Export Council.
(H. Gladwell, Ext. 318)
(Cut off date: 20.1.72)

SAN FRANCISCO
"Target California";
Western National Restaurant Convention and Exposition 26-29 August 1972
Joint venture with the London Chamber of Commerce.
(C. J. Mather, Ext. 265)
(Cut off date: 1.12.71)

FRANKFURT:
International Dairy Engineering Exhibition—8-12 September 1972
Joint venture with the Dairy Engineers Association.
(K. J. C. Edgington, Ext. 7201)

GOTHENBURG
Hotel and Restaurant Exhibition (Interrest 72)—2-6 October 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

PARIS:
International Food Products Exhibition (SIAL) 13-18 November 1972
A joint venture with the British Food Export Council.
(Miss D. M. Wilmot, Ext. 7211)

1973

SAO PAULO:
International Food and Agriculture Technology Fair (FETAG)—July 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 15.12.72)

DUBLIN:
Irish International Food and Drink Fair—September 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 4.2.73)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—November 1973
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.5.73)

Footwear

1971

ATLANTIC CITY:
Footwear Management Conference Show—26-29 October 1971
Joint venture with the Shoe and Allied Trades Research Association.
(R. J. Middleton, Ext. 7094)
(Cut off date: 19.4.71)

1972

DUSSELDORF:
European Footwear Samples Display GDS—25-27 March 1972
Joint venture with British Footwear Manufacturers Federation.
(Miss A. Jolly, Ext. 7203)
(Cut off date: 14.12.71)

NEW YORK:
National Shoe Fair—19-21 March 1972
Joint venture with Federation of British Footwear Manufacturers.
(H. Gladwell, Ext. 318)
(Cut off date: 24.8.71)

DUSSELDORF:
European Footwear Samples Display GDS—23-25 September 1972
Joint venture with British Footwear Manufacturers Federation.
(Miss A. Jolly, Ext. 7203).
(Cut off date: 14.3.72)

MONTREAL:
Canadian Shoe Fair—24-26 September 1972
Joint venture with the British Footwear Manufacturers Federation.
(Mrs G. Naughton, Ext. 7204)
(Cut off date: 1.3.72)

1973

MILAN:
International Footwear and Leather Show (MICAM)—August/September 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 15.3.73)

Furniture, Furnishings, Household Equipment and Hardware

1971

UTRECHT:
International Furniture Exhibition—8-13 November 1971
Joint venture with the British Furniture Manufacturers Federated Associations.
(Miss F. King, Ext. 7092)
(Cut off date: 31.1.71)

TORONTO:
National Interior Design Show—9-11 November 1971
Joint venture with the British Carpets Export Promotion Council.
(Mrs. G. Naughton. Ext. 7204)
(Cut off date: 1.6.71)

1972

FRANKFURT:
International Trade Fair for Home Furnishing Textiles—12-16 January 1972
Joint ventures with:
(i) The Textile Promotion Consultative Committee.
(ii) The Irish Linen Guild.
(iii) Federation of British Carpet Manufacturers.
(K. J. C. Edgington, Ext. 7201)
(Cut off date: 9.7.71)

COLOGNE:
International Furniture Fair—18-23 January 1972
Joint venture with British Furniture Manufacturers Federation.
(M. Moor, Ext. 7045)
(Cut off date: 1.5.71)

PARIS:
International Carpet & Floor Covering Exhibition—20-24 January 1972
Joint venture with the Federation of British Carpet Manufacturers.
(M. A. Burrows, Ext. 7205)
(Cut off date: 30.7.71)

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COLOGNE:
International Housewares and Domestic Appliances Fair—6-9 February 1972
Joint ventures with:
(i) Association of Manufacturers of Domestic Electrical Appliances.
(ii) British Artmetal Manufacturers Export Group.
(iii) Hardware Manufacturers Association.
(iv) United Kingdom Cutlery and Silverware Manufacturers Association
(v) Council for Small Industries in Rural Areas.
(vi) Engineering and Building Centre Birmingham.
(M. Moor, Ext. 7045)
(Cut off date: 6.8.71),

TORONTO:
Canadian Hardware Show—7-9 February 1972
Joint venture with the Hardware Manufacturers Association.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 16.8.71)

COLOGNE:
International Hardware Fair—25-27 February 1972
Joint venture with:
(i) Hardware Manufacturers Association.
(ii) Federation of British Horticultural Exporters.
(iii) Federation of British Hand Tool Manufacturers.
(M. Moor, Ext. 7045)
(Cut off date: 6.8.71)

COPENHAGEN:
Household Goods Exhibition—2-9 May 1972
Joint venture with appropriate trade associations.
(B. Poole, 7207)
(Cut off date: 30.9.71)

MILAN:
Carpet and Furnishing Textiles Fair—May 1972
Joint venture with appropriate trade association.
(Mr. J. W. Coupar, Ext. 571)
(Cut off date: 1.12.71)

STOCKHOLM:
Carpet Exhibition (Golvex)—24-27 August 1972
Joint venture with the Federation of British Carpet Manufacturers.
(Miss J. M. Coker, Ext. 308)

BASLE:
International Hardware Fair (Interferex)—September 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 23.11.71),

COLOGNE:
International Household Goods and Hardware Fair—September 1972.
Joint ventures with:
(i) Federation of British Horticultural Exporters.
(ii) British Artmetal Manufacturers Export Group.
(M. Moor, Ext. 7045)
(Cut off date: 15.3.72)

PARIS:
International Hardware Exhibition—September 1972
A joint venture with appropriate trade association.
(M A Burrows, Ext. 7205)

LYON:
International Furniture and Furnishing Accessories Exhibition. (Meuropam & PRO-Meuropam)—October 1972
Joint ventures with appropriate trade associations.
(M. A. Burrows, Ext. 7205)

DUBLIN:
Irish Hardware and Household Goods Exhibition—October 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 1.4.72)

TORONTO:
National Interior Design Show—November 1972
Joint venture with the British Carpets Export Promotion Council.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 1.5.72)

1973

FRANKFURT:
International Trade Fair for Home Furnishing Textiles—10-14 January 1973
Joint ventures with appropriate trade associations.
(K. J. C. Edgington, Ext. 7201)

PARIS:
International Carpet and Floor Covering Exhibition—January 1973
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 7205)

MILAN:
Carpet and Furnishing Textiles Fair—May 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.12.72)

DUBLIN:
Irish Hardware and Household Goods Exhibition—October 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 12.3.73)

UTRECHT:
International Furniture Exhibition—November 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 31.3.73)

Heating and Ventilating

1972

STOCKHOLM:
International Heating, Ventilating and Plumbing Trade Fair (VVS 72)—13-18 April 1972
Joint venture with the London Building Centre.
(Miss J. M. Coker, Ext. 308)

HELSINKI:
Heating Plumbing and Air Conditioning Fair—4-8 May 1972
Joint venture with Heating Ventilating and Air Conditioning Manufacturers Association Ltd.
(Miss J. M. Coker, Ext. 308)
(Cut off date: 1.11.71)

PARIS:
International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—2-8 June 1972
Joint venture with the Heating, Ventilating and Air Conditioning Manufacturers Association (Hevac).
(M. A. Burrows, Ext. 7205)
(Cut off date: 1.12.71)

1973

UTRECHT:
International Heating, Refrigeration and Air Conditioning Exhibition—February 1973
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 1.8.72)

MILAN:
14th Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno)—March 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.6.72)

FRANKFURT:
International Exhibition for Heating and Plumbing Equipment—March 1973
Joint venture with the appropriate trade association.
(K. J. C. Edgington, Ext. 7201)

Horticulture and Horticultural Equipment

1972

UTRECHT:
Garden and Park Exhibition—3-7 October 1972
Joint venture with the Federation of British Horticultural Exporters
(Miss F. King, Ext. 7092)
(Cut off date: 29.2.72)

Hospital, Medical, Surgical and Dental Equipment

1971

BRUSSELS:
International Exhibition of Hospital and Medical Equipment—21-28 October 1971
Joint venture with the British Hospitals Export Council.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.6.71)

HELSINKI:
Physicians Days—12-18 November 1971
Joint venture with association of British Pharmaceutical Industry.
(Miss J. M. Coker. Ext, 308)
(Cut off date: 19.7.71)

1972

TOKYO:
British Medical Exhibition—28 February-6 March 1972
Joint venture with British National Export Council.
(K. R. Timmins, Ext. 7104)
(Cut off date: 30.6.71)

CYPRUS:
British Medical Association Congress and Exhibition—11-15 April 1972
Joint venture with British Surgical Export Group.
(Miss F. King, Ext. 7092)
(Cut off date: 30.10.71)

BUDAPEST:
European Ophthalmological Congress—17-21 April 1972
Joint venture with the Guild of British Dispensing Opticians.
(H. B. Formstone, Ext. 7184)
(Cut off date: 1.10.71)

SYDNEY:
12th World Rehabilitation Congress 27 August-1 September 1972
Joint venture with British Hospitals Export Council.
(Mrs. I. M. Janzen, Ext.7093)
(Cut off date: 10.1.72)

JOHANNESBURG:
International Dental Exhibition—29 August-2 September 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)
(Cut off date: 1.10.71)

WIESBADEN:
European Veterinary Congress and Exhibition—12-15 September 1972
Joint venture with the Association of the British Pharmaceutical Industry.
(Miss A. P. Barber, Ext. 7080)
(Cut off date: 15.10.71)

KYOTO:
5th World Congress of Anaesthesiology—19-23 September 1972
Joint venture with the British Hospitals Export Council.
(K. R. Timmins, Ext. 7104)
(Cut off date: 20.8.71)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (Ifas)—September 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.4.72)

KIEV:
Equipment and Articles for Sport and Tourist Purposes and Amateur Fishing, Portable Instruments used for Investigations for Medical, Biological and Pedagogical Control over Sportsmen—"Sport 72"—20 September-1 October 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)

1973

BASLE:
International Fair for Medical Electronics and Bioengineering (Medex)—6-10 March 1973
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.9.72)

MUNICH:
International Exhibition and Congress on Diagnostics (Diagnostica)—April 1973
Joint venture with the appropriate trade association.
(K. J. C. Edgington, Ext. 7201)

BRUSSELS:
International Exhibition of Medical & Hospital Equipment—October 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.4.73)

Laundry and Allied Services

1972

FRANKFURT:
International Laundry and Dry Cleaning Exhibition (5th IWC)—4-11 June 1972
Joint venture with appropriate trade association.
(K. J. C. Edgington, Ext. 7201)

Leather, Leather Goods and Fur

1971

NEW YORK
Leather and Allied Industries Exposition—9-10 November 1971
Joint venture with the Leather Institute.
(R. J. Middleton, Ext. 7094)
(Cut off date: 15.6.71)

1972

ZAGREB:
International Leather and Footwear Week—22-26 February 1972
Joint venture with the Leather Institute.
(G. H. Dailey, Ext. 602)
(Cut off date: 27.8.71)

OFFENBACH:
International Leather Goods Fair—February 1972
Joint venture with appropriate trade association.
(Miss A. P. Barber, Ext. 7080)

FRANKFURT:
International Fur Fair—April 1972
Joint venture with appropriate trade association.
(Miss A. P. Barber, Ext. 7080)

OFFENBACH:
International Leather Goods Fair—August 1972
Joint venture with appropriate trade association.
(Miss A. P. Barber, Ext. 7080)

PARIS:
International Leather Week—September 1972
Joint venture with the appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)

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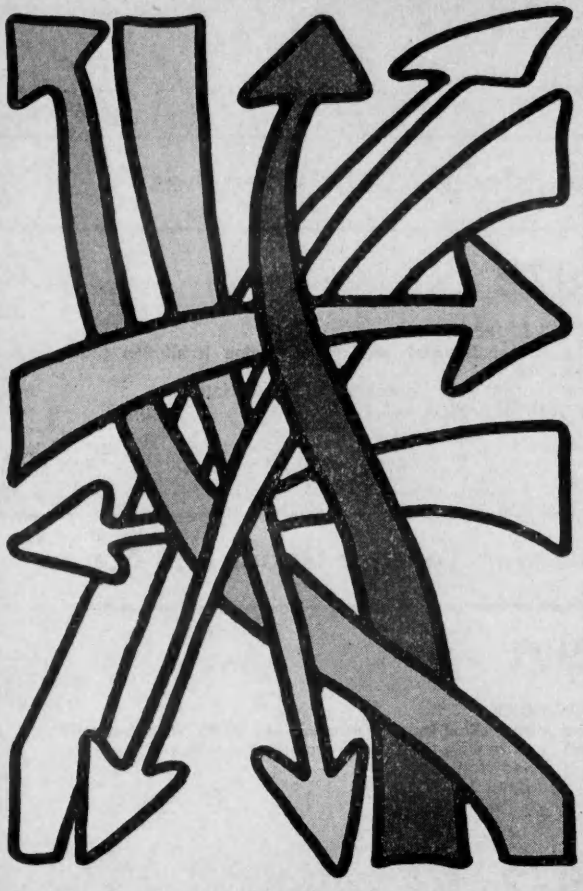

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1973

OFFENBACH:
International Leathergoods Fair—February 1973
Joint venture with the appropriate trade association
(Miss A. P. Barber, Ext. 7080)

BOLOGNA:
International Shoe and Leather Fair—March 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.9.72)

Motor Vehicles, Motor Cycles and Cycles

1971

MILAN:
International Cycle and Motorcycle Exhibition—20-28 November 1971
Joint venture with the Cycle and Motor Cycle Association Limited.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.5.71)

1972

LONG BEACH CALIFORNIA:
"Target California"
Motor Cycle and Accessory Trade Show—7-9 January 1972
Joint venture with the Cycle and Motor Cycle Association Limited.
(C. J. Mather, Ext. 265)
(Cut off date: 1.7.71)

DETROIT:
Society of Automotive Engineers (SAE) Exposition and Congress—10-14 January 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)
(Cut off date: 28.5.71)

GENEVA:
International Commercial Vehicle Show—29 January-6 February 1972
Joint venture with the Society of Motor Manufacturers and Traders (Vehicles)
(T. E. Kerfoot, Ext. 7011)

MALMO:
Motor Show—12-20 February 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 308)

NEW YORK:
International Cycle Show— 27 February-1 March 1972
Joint venture with Cycle & Motor Cycle Association.
(H. Cladwell, Ext. 318)
(Cut off date: 15.10.71)

VANCOUVER:
British Motor Show—February 1972.
Joint venture with the Society of Motor Manufacturers and Traders.
(Mrs. G. Naughton. Ext. 7204)

GENEVA:
International Motor Show—9-19 March 1972
Joint venture with the Society of Motor Manufacturers and Traders (Car Manufacturers).
(T. E. Kerfoot, Ext. 7011)

BELGRADE
International Fair of Engines and Motor Vehicles—15-23 April 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(G. H. Dailey, Ext. 602)
(Cut off date: 1.9.71)

BARCELONA:
International Motor Show (Accessories)—22 April-2 May 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(J. W. Coupar, Ext. 571)
(Cut out date: 15.10.71)

MONTREAL:
British Motor Show—April 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(Mrs. G. Naughton. Ext. 7204)

MINNEAPOLIS:
International Snowmobile Trade Show—18-20 May 1972
Joint venture with the Cycle and Motor Cycle Manufacturers Association.
(P. J. Dring. Ext. 7097)
(Cut off date: 15.11.71)

WASHINGTON DC:
United States International Transportation Exposition—27 May-4 June 1972
Joint venture with the appropriate trade associations.
(R. J. Middleton, Ext. 7094)
(Cut off date: 1.9.71)

COLOGNE:
International Cycle and Motor Cycle Exhibition (Ifma)—16-20 September 1972
Joint venture with Cycle and Motor Cycle Association.
(M. Moor, Ext. 7045)
(Cut off date: 16.3.72)

PARIS:
International Motor, Cycle and Motorcycle Exhibition—October 1972
Joint venture with Society of Motor Manufacturers & Traders.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: 31.12.71)

VIENNA:
Racing and Sports Car Show—12-21 November 1972
Joint venture with the Society of Motor Manufacturers and Traders
(Mrs. I. M. Janzen, Ext. 7093)
(Cut off date: 31.1.72)

1973

AMSTERDAM:
International Cycle and Motorcycle Exhibition—24 February-4 March 1973
Joint venture, with the cycle and motorcycle Association Ltd.
(Miss F. King, Ext. 7092)
(Cut off date: 31.7.71)

COPENHAGEN:
Sports & Racing Car Exhibition—February 1973
Joint venture with appropriate trade association.
(B. Poole, Ext. 7207)

ZURICH:
International Cycle and Motor Cycle Exhibition—February 1973
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.7.72)

MALMO:
Motor Show—February/March 1973
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 308)

GENEVA:
International Motor Show—March 1973
Joint venture with the Society of Motor Manufacturers and Traders.
(T. E. Kerfoot, Ext. 7011)

MILAN:
International Cycle and Motor Cycle Exhibition—November 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 15.5.73)

Music and Musical Instruments

1972

CANNES:
International Record & Music Publishing Market (Midem)—15-21 January 1972
Joint ventures with:
(i) The Music Publishers Association.
(ii) British Phonographic Industry.
(M. A. Burrows, Ext. 7205)
(Cut off date: 15.10.71)

CHICAGO:
Music Industry Trade Show—17-20 June 1972
Joint venture with the Musical Instrument Industries Association.
(P. J. Dring, Ext. 7097)
(Cut off date: 5.11.71)

1973

CANNES:
International Record & Music Publishing Market (Midem)—January 1973
Joint venture with appropriate trade associations.
(M. A. Burrows, Ext. 7205)

Office Machinery and Equipment

1971

STOCKHOLM:
Data 71—Data Processing and Equipment Fair—20-27 October 1971
Joint venture with the Business Equipment Trade Association.
(Miss J. M. Coker, Ext. 308)
(Cut off date: 26.2.71)

NEW YORK:
Business Equipment Exposition—25-29 October 1971
A joint venture with the Business Equipment Trades Association.
(H. Gladwell, Ext. 318).
(Cut off date: 30.3.71)

ZAGREB:
International Office Machinery and Equipment Exhibition 'Interbiro' —25-30 October 1971
Joint venture with the Business Equipment Trade Association.
(G. H. Dailey, Ext 602)
(Cut off date: 31.3.71)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application (Systems 71) 30 November-3 December 1971
Joint venture with the Business Equipment Trade Association.
(K. J. C. Edgington, Ext. 7201)
(Cut off date: 31.3.71)

1972

VIENNA:
International Office Organisation Exhibition (Ifabo)—9-12 April 1972
Joint venture with appropriate Trade association.
(Mrs. Janzen, Ext. 7093)
(Cut off date: 1.9.71)

SAO PAULO:
Office Machinery and Business Equipment Exhibition—13-21 May 1972
Joint venture with Business Equipment Trade Association.
(Miss F. King, Ext. 7092)
(Cut off date: 29.10.71)

ATLANTIC CITY:
Spring Joint Computer Conference—16-18 May 1972
Joint venture with Measurement Control and Automation Conference.
(R. J. Middleton, Ext. 7094)
(Cut off date: 5.11.71)

TOKYO:
Business Show—19-24 May 1972
Joint venture with Business Equipment Trade Association.
(K. R. Timmins, Ext. 7104)
(Cut off date: 30.9.71)

DUBLIN:
Commercial Productivity Exhibition—12-16, September 1972
Joint venture with Business Equipment Trade Association.
(Miss F. King, Ext. 7092)
(Cut off date: 1.3.72)

PARIS:
International Business Machines and Office Equipment Exhibition (Sicob) —21-30 September 1972
Joint venture with Business Equipment Trades Association.
(M. A. Burrows, Ext. 7205)
(Cut off date: 31.12.71)

MILAN:
International Office Machinery and Equipment (Smau)—September 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.4.72)

AMSTERDAM:
International Office Machinery and Equipment Exhibition—17-25 October 1972
Joint venture with the Business Equipment Trade Association.
(Miss F. King, Ext. 7092)
(Cut off date: 31.3.72)

ZAGREB:
International Office Machinery and Equipment Exhibition 'Interbiro'— 24-28 October 1972
Joint Venture with appropriate trade Association.
(G. H. Dailey, Ext. 602)
(Cut off date: 31.1.72)

STOCKHOLM
Office 72 Exhibition—October/November 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

1973

MILAN:
International Office Machinery and Equipment Exhibition (Smau)— September 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.3.73)

ZAGREB:
International Office Machinery and Equipment Exhibition "Interbiro"— October 1973
Joint venture with appropriate trade association.
(G. H. Dailey, Ext. 602)
(Cut off date: 31.1.73)

Packaging Machinery and Materials including Containers

1971

ATLANTIC CITY:
Packaging Machinery Show—15-18 November 1971
Joint venture with the Institute of Packaging.
(R. J. Middleton, Ext. 7094)
(Cut off date: 31.8.70)

1972

UTRECHT:
International Packaging Exhibition (Macropak)—15-22 March 1972
Joint venture with the Institute of Packaging.
(Miss F. King, Ext. 7092)
(Cut off date: 13.9.71)

NEW YORK:
National Packaging Expo—17-20 April 1972
Joint venture with the Institute of Packaging.
(H. Gladwell, Ext. 318)
(Cut off date: 14.10.71)

LIMA:
International Fair for the Fishing and Food Industries (Tecnopan 72)— 17-23 April 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.71)

ZAGREB:
International Spring Fair (Plastipak)—17-23 April 1972
Joint venture with the British Plastics Federation.
(G. H. Dailey), Ext. 602)
(Cut off date: 17.9.71)

LENINGRAD:
'Containerisation '72'—29 August-15 September 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: December 1971)

TOKYO:
International Packaging Show—6-12 September 1972
Joint venture with the Institute of Packaging.
(K. R. Timmins, Ext. 7104)
(Cut off date: 1.10.71)

PARIS:
International Packaging Exhibition—13-18 November 1972
A joint venture with the Institute of Packaging.
(M. A. Burrows, Ext. 7205)
(Cut off date: 15.1.72)

1973

MILAN:
International Exhibition of Packing and Packaging, Mechanical Handling and Food Processing Industrial Machinery (Ipackima)—1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: not yet arranged)

SAO PAULO:
International Packaging and Graphic Arts Exhibition—May 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.72)

GOTHENBURG:
4th International Packaging Exhibition (Scanpack)—11-17 October 1973
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

Photographic Equipment

1972

LOS ANGELES:
Photo West '72—6-8 May 1972
Joint venture with the British Photographic Export Group.
(C. J. Mather, Ext. 265)
(Cut off date: 30.11.71)

Pottery and Glassware

1972

PARIS:
International China, Glassware and Pottery Exhibition (Arts du Feu)—9-14 April 1972
Joint venture with British Pottery Manufacturers Federation.
(Miss D. M. Wilmot, Ext. 7211)

Printing, Stationery and Printing Machinery

1972

NEW YORK:
Stationery Show—21-25 May 1972
Joint venture with British Stationery and Office Equipment Association.
(H. Gladwell, Ext. 318)
(Cut off date: 21.10.71)

DUSSELDORF:
International Printing Machinery Exhibition (Drupa)—26 May-8 June 1972
Joint venture with British Printing Machinery Association.
(Miss A. R. Jolly, Ext. 7203)
(Cut off date: 30.11.70)

1973

SAO PAULO:
International Packaging and Graphic Arts Exhibition—May 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.72)

Scientific Instruments and Nuclear Equipment

1972

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—9-14 April 1972
Joint venture with Scientific Instrument Manufacturers of Great Britain.
(R. S. Middleton, Ext. 7094)
(Cut off date: 9.9.71)

MINSK:
'Spectr—72' Spectroscopic Research Instruments—27 June-6 July 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: January 1972)

MOSCOW:
'Interimpuls—'72'
Scientific Instruments and Equipment for the Recording of Short Term Processes—5-17 September 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: March/April 1972)

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Buyers and exhibitors acclaimed the 17th HTF as the brightest, gayest, most active and valuable Hardware Trades Fair in the International Calendar. The 18th HTF in January 1972 promises even greater action. Nearly 600 important manufacturers from many countries will be exhibiting over 35,000 products (many of them new) designed for equipping and maintaining home and garden. More than 40,000 buyers are expected to visit the fair including some 6,000 from 80 different countries, many as members of buying missions.

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18th INTERNATIONAL HARDWARE TRADES FAIR
Jan 24th–28th 1972
Olympia London

BASLE:
International Nuclear Industries Fair (Nuclex)—16-21 October 1972
Joint venture with British Nuclear Forum.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.11.71)

1973

PARIS:
International Exhibition of Measurement Control Regulation and Automation (Mesucora)—May/June 1973
Joint venture with appropriate trade associations.
(M. A. Burrows, Ext. 7205)

MOSCOW:
'Electromash—73'
Technological, Control and Measuring Equipment for Production and Control of Integral Diagrams—1973
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)

LIMA:
International Fair for the Fishing and Food Industries (Tecnopan 72)—17-23 April 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.71)

ATHENS:
International Shipping Exhibition (Posidonia)—5-11 June 1972
Joint ventures with:
(i) British Marine Equipment Council.
(ii) Shipbuilders and Repairers National Association.
(Miss F. King, Ext. 7092)
(Cut off date: 5.10.71)

FRIEDRICHSHAFEN:
International Boat Show—September 1972
Joint venture with the appropriate trade association.
(K. J. C. Edgington, Ext. 7201)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—November 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 1.5.72)

Ships and Boats

1971

HAMBURG:
2nd European Marine Trades Exhibition and Congress (Emtec)—20-23 October 1971
Joint venture with the Ship and Boat Builders National Federation.
(Miss A. R. Jolly, Ext. 7302)
(Cut off date: 16.4.71)

LONG BEACH, CALIFORNIA:
'Target California'
Long Beach Sailboat Show—22-31 October 1971
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Mather, Ext. 265)
(Cut off date: 5.4.71)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—9-13 November 1971
Joint venture with the British Marine Equipment Council.
(Miss F. King, Ext. 7092)
(Cut off date: 31.5.71)

1972

NEW YORK:
National Boat Show—22-30 January 1972
Joint venture with the Ship and Boat Builders National Federation
(H. Gladwell, Ext. 318)
(Cut off date: 24.5.71)

GENOA:
International Boat, Camping and Caravan Exhibition—29 January-7 February 1972
Joint venture with the Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.5.71)

MIAMI:
International Boat Show—18-23 February 1972
Joint venture with the Ship and Boat Builders National Federation.
(R. J. Middleton)
(Cut off date: 31.8.71)

STOCKHOLM:
International Boat Show—1-12 March 1972
Joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Coker, Ext. 308)

AMSTERDAM:
International Boat and Camping Exhibition (Hiswa)—10-19 March 1972
Joint venture with the Ship and Boat Builders National Federation.
(Miss F. King, Ext. 7092)
(Cut off date: 26.7.71)

1973

GENOA:
International Boat, Camping and Caravan Exhibition—February 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.8.72)

AMSTERDAM:
International Boat and Camping Exhibition (Hiswa)—March 1973
Joint venture with the Ship and Boat Builders National Federation.
(Miss F. King, Ext. 7092)
(Cut off date: 1.9.72)

STOCKHOLM:
International Boat Show—March 1973
Joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Coker, Ext. 308)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—November 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 10.4.73)

Sports Goods and Camping Equipment, including Caravans

1972

CHICAGO:
National Sporting Goods Association Show—13-17 February 1972
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain.
(P. J. Dring, Ext. 7097)
(Cut off date: 31.7.71)

TORONTO:
Canadian National Sportsmen's Show—17-26 March 1972
Joint venture with the National Caravan Council.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 1.10.71)

KIEV:
Equipment and Articles for Sport and Tourist Purposes and Amateur Fishing, Portable Instruments used for Investigations for Medical, Biological and Pedagogical Control Over Sportsmen—'Sport 72'—20 September-1 October 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—October 1972
Joint ventures with:
(i) Camping Trade Association of Great Britain.
(ii) Federation of British Manufacturers of Sports and Games.
(M. Moor, Ext. 7045)
(Cut off date: 1.4.72)

Textiles and Textile Machinery

1971

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—23-26 November 1971
Joint venture with the National Wool Textile Export Corporation.
(K. J. C. Edgington, Ext. 7201)
(Cut off date: 30.6.71)

1972

FRANKFURT:
International Trade Fair for Home Furnishing Textiles—12-16 January 1972
Joint ventures with:
(i) The Textile Promotion Consultative Committee.
(ii) The Irish Linen Guild.
(iii) Federation of British Carpet Manufacturers.
(K. J. C. Edgington, Ext. 7201)
(Cut off date: 9.7.71)

OSAKA:
Japan International Exhibition of Textile Machinery—4-13 March 1972
Joint venture with the British Textile Machinery Organisation (Trex).
(K. R. Timmins, Ext. 7104)
(Cut off date: 31.7.71)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1972
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

SAO PAULO:
Textile Machinery and Equipment Exhibition (Fenit)—10-18 June 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.71)

ATLANTA:
Bobbin Show—September 1972
Joint venture with the Clothing Institute.
(R. J. Middleton, Ext. 7094)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1972
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

1973

FRANKFURT:
International Trade Fair for Home Furnishing Textiles—10-14 January 1973
Joint ventures with appropriate trade associations.
(K. J. C. Edgington, Ext. 7201)

Toys and Games

1972

NUREMBERG:
International Toy Fair—5-11 February 1972
Joint venture with the British Toy Manufacturers Association.
(Miss A. P. Barber, Ext. 7080)
(Cut off date: 19.8.71)

MONTREAL:
Toy Fair—13-18 February 1972
Joint venture with British Toy Manufacturers Association.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 1.8.71)

NEW YORK:
International Toy Fair—27 February-1 March 1972
Joint venture with British Toy Manufacturers Association.
(H. Gladwell, Ext. 318)
(Cut off date: 5.8.71)

SYDNEY:
International Toy Fair—19-22 March 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)
(Cut off date: 1.9.71)

MOSCOW:
Equipment for Manufacturing of Toys and Auxiliary Materials—'Igrusha '72'—4-16 April 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)

1973

NUREMBERG:
International Toy Fair—February 1973
Joint venture with the appropriate trade association.
(Miss A. P. Barber, Ext. 7080)

Other Specialised Fairs

1971

DETROIT:
Paint Show—27-30 October 1971
Joint venture with the London Chamber of Commerce.
(P. J. Dring, Ext. 7097)
(Cut off date: 20.4.71)

TORONTO:
Canadian Education Showplace—28-30 October 1971
Joint venture with London Chamber of Commerce.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 22.4.71)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—10-13 November 1971
Joint venture with London Chamber of Commerce.
(Miss A. R. Jolly, Ext. 7203)
(Cut off date: 16.4.71)

MILAN:
Antipollution 71—14-19 November 1971
Joint venture with the National Society for Clean Air.
(J. W. Coupar, Ext. 571)
(Cut off date: 20.7.71)

1972

HAMBURG:
International Container Exhibition—29 February-4 March 1972
Joint venture with Birmingham Chamber of Commerce and Industry.
(Miss A. R. Jolly, Ext. 7203)
(Cut off date: 20.8.71)

HANOVER:
European Educational Aids and Appliances Fair (Didacta)—14-18 March 1972
Joint venture with the Educational Equipment Association.
(K. J. C. Edgington, Ext. 7201)
(Cut off date: 31.5.71)

TOKYO:
The Second Anti-Pollution Exhibition—25-30 March 1972
Joint venture with the London Group of Building Centres.
(K. R. Timmins, Ext. 7104).
(Cut off date: 22.10.71)

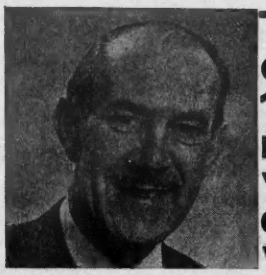
LIMA:
International Fair of Machinery and Equipment for the Mining Industry (Tecnomin)—17-23 April 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)
(Cut off date: 31.10.71)

WASHINGTON DC
United States International Transportation Exposition—27 May-4 June 1972
Joint venture with appropriate trade associations.
(R. J. Middleton, Ext. 7094)
(Cut off date: 1.9.71)

WIESBADEN:
International Pet Trades Fair—May 1972
Joint venture with Pet Trades Association.
(Miss A. P. Barber, Ext. 7080)
(Cut off date: 27.9.71)

MIAMI:
Air Pollution Control Association 65th Annual Meeting and Exhibition—18-22 June 1972
Joint venture with the National Society for Clean Air.
(R. J. Middleton, Ext. 7094)
(Cut off date: 21.1.72)

BRUSSELS:
International Stamp Exhibition—24 June-9 July 1972
Joint venture with Philatelic Trades Association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.12.71)



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MOSCOW:
Modern Electro Technical Equipment—12-26 July 1972
Joint venture with British Electrical and Allied Manufacturers Association.
(R. M. Dale, Ext. 7246)
(Cut off date: February/March 1972)

OTTAWA:
International Conference and Exhibition of Photogrammetry—23 July-4 August 1972
Joint venture with the British Photographic Manufacturers Association.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 31.7.71)

CHICAGO:
National Machine Tool Builders Association Show—5-15 September 1972
Joint venture with the Machine Tool Trade Association.
(P. J. Dring, Ext. 7097)
(Cut off date: 1.7.71)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—23-27 September 1972
Joint venture with the Machine Tool Trades Association.
(P. J. Dring, Ext. 7097)
(Cut off date: 1.9.71)

JOHANNESBURG:
Audio Fair—26-30 September 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)
(Cut off date: 1.11.71)

TOKYO:
2nd International Ocean Development Conference and Exhibition—4-9 October 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)
(Cut off date: 1.11.71)

TORONTO:
Canadian Education Showplace—October 1972
Joint venture with appropriate trade association.
(Mrs. G. Naughton, Ext. 7204)
(Cut off date: 1.4.72)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—October 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 751)
(Cut off date: 1.4.72)

MOSCOW:
"Optica-72"—29 November-12 December 1972
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet known)

MILAN:
Antipollution Exhibition—November 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.6.72)

1973

MOSCOW:
"Electronmash-73"
Technological, Control and Measuring Equipment for Production and Control of Integral Diagrams—1973
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)

BOLOGNA:
Exhibition of Modern Methods of Teaching—April 1973
Joint venture with appropriate association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.10.72)

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April/May 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 1.10.72)

HELSINKI:
6th International Transport Exhibition (Kuljetus 73)—17-21 May 1973
Joint venture with appropriate trade association.
(Miss J. M. Coker, Ext. 308)

MONTREUX:
International Aerosol Exhibition—September 1973
Joint venture with the British Aerosol Manufacturers' Association.
(T. E. Kerfoot, Ext. 7011)
(Cut off date: 1.4.73)

DUBLIN:
International Education and Training Exhibition and Conference (Etex '73)—9-13 October 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)
(Cut off date: 31.1.73)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)
(Cut off date: 31.5.73)

(c) British Weeks and Store Promotions

1971-1972

BARBADOS

Store Promotion

BRIDGETOWN
Association of Property Owners of the Centre of Bridgetown
20 February-4 March 1972
Da Costa & Musson Ltd., Cave Shepherd & Co. Ltd., and C. F. Harrison & Co. Ltd.
Product range: shoes, jewellery, pottery and china, silverwear, souvenirs and giftware, leather goods, antiques, crystal, knitwear, men's and women's clothing, textiles.
(DTI contact: R. J. Middleton, Ext. 7094)

CANADA

Store Promotions

VANCOUVER:
Edward Chapman & Company, 633 Granville Street, Vancouver, British Columbia
September-October 1971
Promotion of high class British men's and women's wear.
(DTI contact: Mrs. G. Naughton, Ext. 7204)

VICTORIA, BRITISH COLUMBIA, BRITISH SHOPPING WEEK
22-27 May 1972
A promotion of British goods in downtown shops and two shopping malls. Particular opportunities exist for quality British clothing, china and glassware. The promotion is closely associated with the town's own celebration of 'Victoria Days' and coincides with the beginning of the tourist season.
(DTI contact: Mrs. G. Naughton, Ext. 7204)

DENMARK

TRADE DRIVE IN DENMARK 1972:
The key events in the Trade Drive in Denmark 1972 will be joint ventures at a number of international exhibitions, a special all-British exhibition of household goods, seminars on technical subjects, missions to and from Denmark and retail promotions in Copenhagen and towns throughout Jutland and Funen.
(DTI contact: B. Poole Ext. 7207)

FRANCE

Store Promotion

CANNES AND NICE:
Dames de France Store Promotions
3-24 February 1972
6 Rue Maréchal Foch, 06 Cannes.
46 Avenue Jean-Médocin, 06, Nice.
(M. Bourbé, store manager)
(DTI contact: M. A. Burrows, Ext. 7205)

GERMANY

TRADE DRIVE IN SOUTHERN GERMANY 1972/3
This trade drive is designed to increase exports to the fastest developing part of Germany. British industry will participate in trade fairs in Munich and Stuttgart, special exhibitons, seminars on technology and missions as well as shopping weeks in Stuttgart in the autumn of 1972 and Munich in the spring of 1973. These promotions are aimed at covering capital and consumer goods and services.
(DTI contact: K. J. C. Edgington, Ext. 7201)

JAPAN

Store Promotions

Isetan Eleven Store Group British Promotion to take place in Group's 21 stores throughout Japan
21 September-31 October 1971
Head Office: Isetan Co. Ltd., 8-3 Shinjuku, Tokyo.
The promotion will feature consumer goods in general.
Inquiries to: D. K. Dean, Esq., Dean Warburg Ltd., 81 New Bond Street, London, W.1. (01-734 9421).
(DTI contact: K. R. Timmins, Ext. 7104)

NETHERLANDS

Store Promotion

AMSTELVEEN:
Vroom and Dreesmann Promotion
15-30 October 1971
The theme of the promotion will be 'English Country Life' and will feature food and drink items, traditional and country style furniture, souvenir and gift items, confectionery, toys, pottery and needlework. Other products sold in a typical large department store in Britain will be considered.
UK contact: Mr. Gutteridge, Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1.
(DTI contact: Miss F. King, Ext. 7092)

USA

Store Promotions

USA:
COLUMBUS, OHIO:
F. & R. Lazarus & Co., S High & W Town Streets, Columbus, Ohio, 43216
25 October-6 November 1971
This British promotion will feature general consumer goods and all inquiries should be made to Mr. D. Melo, Associated Merchandising Corporation, 1B Baker Street, London, W.1.
(DTI contact: P. J. Dring, Ext. 7097)

ROCHESTER, NEW YORK:
McCurdy & Co., Inc.
8-20 November 1971
All store promotion of British goods (all classes of goods suitable for sale in department stores).
London Buying House: O. Ziegler Ltd., 27 Albermarle Street, London, W.1. (Tel: 01-629 1362).
(DTI contact: H. Gladwell, Ext. 318)

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Sections II—IV

Trade Fairs and Exhibitions

Requests for information about fair costs and conditions should be made to the organisers or United Kingdom agents unless participation with DTI support in events (also included in Section 1) is being considered. The DTI, Fairs & Promotions Branch, Tower Block, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections II-IV. The telephone number is 01-248 5757, extensions:

Eastern Europe including Eastern Germany, N. Africa, Middle East	**689**	**South & Central America, Netherlands, Irish Republic, Greece, Turkey,**	
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg	**225**	**Cyprus, Malta**	**505**
Other towns in W. Germany	**7180**	**Australia, New Zealand, Asia, Austria and Africa other than north**	**7099**
France, Iceland and Norway	**7205**	**United States; Mid West and West Coast only**	**265**
Denmark, Finland and Sweden	**7220**	**Other towns in the United States, Canada, Caribbean**	**7242**
Switzerland, Italy, Spain, Belgium, Luxembourg, Portugal	**7317**	**United Kingdom**	**7109**

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, nor dates, etc., which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years approximately the time stated.

Section II

European Trade Fairs and Exhibitions

General Fairs

1971

COPENHAGEN:
International Trade Fair—15-24 October 1971
* Apply: John Buck (Trade Fair Agencies), 44 Newman Street, London, W.1 (Tel. 01-636 9325).

BERLIN:
German Industries Exhibition—5-14 November 1971
* Apply: A. M. K. Berlin G.m.b.H., 1 Berlin 19, Messedamn 22.

ZAGREB:
New Years Fair—16-29 December 1971
Apply: Exhibition Consultants Ltd, 11, Manchester Square, London, W.1 (Tel. 01-486 1951).

BELGRADE:
Eleventh New Year Fair—16-29 December 1971
Apply: Director General, Beogradski Sajam Bulevar, Vojvode, Misica 14, 11001, Beograd (P.P. 408).

1972

UTRECHT:
International Spring Fair—27 February-3 March 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NICE:
International Fair (Tourism)—2-13 March 1972
* Apply: M. le President, 8, Place Massena, Nice.

FRANKFURT:
International Trade Fair (Spring)—5-9 March 1972
* Apply: LEP. Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

LEIPZIG:
Spring Fair—12-21 March 1972
Apply: Leipzig Fair Agency in Great Britain, 19 Dover St. London, W.2 (Tel. 01-493 3111).

VIENNA:
International Spring Trade Fair—15-19 March 1972
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London. S.W.7 (Tel. 01-584 6938).

LYONS:
International Trade Fair—18-27 March 1972
* Apply: Exhibition and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. 734 0511).

CAGLIAR:
Sardinian International Samples Fair—March 1972
* Apply: The President, Fiera Internazionale della Sardiga, Quartiere Fieristico, Viale A Diaz, Cagliar.

MARSEILLES:
Spring Fair March—April 1972
* Apply: British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, E.C.4 (Tel. 583 0581).

LILLE:
International Trade Fair—14-24 April 1972
* Apply: Weigel Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 836 4825/9).

MILAN:
International Samples Fair—14-25 April 1972
* Apply: Dr. V. Schiazzano, 31 Old Burlington Street, London W.1 (Tel. 01-734 2411).

TOULOUSE:
International Trade Fair.—April 1972
* Apply: M. Lacassagne—President Palais De La Foire, Toulouse.

SAARBRUCKEN:
International Saar Fair—15-23 April 1972
* Apply: Internationale Saarmesse, 66 Saarbrucken, Messegelände.

ZAGREB:
International Spring Fair—17-23 April 1972
Apply: Exhibition Consultants, Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HANOVER:
Hanover Fair—20-28 April 1972
* Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

ROUEN:
Trade Fair—April 1972
* Apply: Commissaire General, 48 Quâi de Paris, Rouen (Seine Maritime 76).

METZ:
International Spring Fair (Expometz)—April 1972
* Apply: Mrs. Muriel C. Black, London Office of the Metz Fair, 86 Queen Street, London, E.C.4 (Tel. 236 9431).

NANTES:
Trade Fair—April 1972
* Apply: M. Boyer, Champ-de-Mars, Nantes (Loir-Atlantique, 44).

GRAZ:
Spring Fair—29 April-7 May 1972
* Apply: Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938),

PARIS:
International Faire (Foire De Paris)—29 April -14 May 1972
* Apply: M. Bonnave, French Trade Exhibition, 196 Sloane Street, London, S.W.1.

GOTHENBURG:
International Trade Fair—5-14 May 1972
* Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W1 (Tel. Museum 9325).

BORDEAUX:
International Trade Fair—6-15 May 1972
* Apply: M. Ratubou, Administration de la Foire International de Bordeaux. 12, Plade de la Beurpe. Bordeaux.

VALENCIA:
International Samples Fair—6-16 May 1972
* Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BELGRADE:
16th International Technical Fair—13-21 May 1972
Apply: Beogradski sajam, Bulevar Vojvode Misica, 11001 Beograd 14 P.P. 408.

GRENOBLE:
Trade Fair—May 1972
* Apply: M. Maurin Palais des Expositions Grenoble.

BOLOGNA:
International Trade Fair—May 1972
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W.1 (Tel. 01-734 0511).

BUDAPEST:
International Fair—19-29 May 1972
Apply: Hungarian Trade Office for Fairs & Publicity Budapest xiv. Varosliget.

PADUA:
International Samples Fair—May-June 1972
* Apply: Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. 01-734 0855).

PALERMO:
International Mediterranean Fair—May-June 1972
* Apply: Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

BARCELONA:
International Samples Fair—3-13 June 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London WIM 5AB (Tel. 486 1951).

BELGRADE:
6th Summer Fair—6-18 June 1972
Apply: Beogradski Sajam, Bulevar Vojvode Misica, 11001 Beograd 14, P.P. 408.

LISBON:
International Trade Fair.—9-23 June 1972
* Apply: State Information and Tourist Office for Portugal, 20 Lower Regent Street, London S.W.1 (Tel. 930 2455).

POZNAN:
International Fair. 11-20 June 1972
Apply: Foreign Section. Miedzynarodowe Targi Poznanskie Margz Rokogsowskiego 14. Poznan.

NANCY:
International Fair: June 1972
* Apply: Translators Worldwide (London Ltd., 29, Ely Place London E.C.1 (Tel. 01-242 8111).

TRIESTE:
International Samples Fair: June-July 1972.
* Apply: Italian Chamber of Commerce, 31 Old Burlington Street, London W.1 (Tel. 734 2411).

NAXXAR:
Malta Trade Fair 1-15 July 1972
* Apply: General Manager, Malta Trade Fair Corporation Fair Grounds, Naxxar.

KRANJ:
International Trade Fair—6-17 August 1972
Apply: General Manager Mr. Alejz Okorn, Gorenjski Sejam Cesta Staneta Zagarja 27, 64000 Kranj (Ta: Sejam Kranj) Tel. 21-580.

MALMO:
International Trade Fair (Skanemassan) with a special fair for the Building Industry—18-27 August 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 486 1951).

BILBAO:
International Samples Fair—August 1972
* Apply: Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartad 468, Bilbao.

FRANKFURT:
International Trade Fair (Autumn)—August 1972
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 50505).

MESSINA:
International Trade Fair—August 1972
Apply: Ente Autonomo Fiere di Messina, Via Liberta, Messina.

UTRECHT:
International Autumn Fair—27 August-1 September 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

IZMIR:
International Trade Fair—August/September 1972
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

STOCKHOLM:
St. Erik's International Fair—1-10 September 1972
Apply: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, S.W.15 (Tel. 01-788 1186).

LEIPZIG:
Autumn Fair—3-10 September 1972
Apply: Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.2 (Tel. 01-493 3111).

STRASBOURG:
International Trade Fair—7-18 September 1972
* Apply: M. Le President, 9 rue Brulée, Strasbourg.

HELSINKI:
International Trade Fair—15-24 September 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

VIENNA:
International Autumn Trade Fair—20-24 September 1972
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

MARSEILLES:
International Trade Fair—21 September-2 October 1972
Apply: British Overseas Media Bureau Representations Ltd., 10-15 Bride Lane, Fleet Street, London, E.C.4 (Tel. 01-583 0581).

METZ:
International Autumn Fair—28 September-9 October 1972
* Apply: Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London. E.C.4 (Tel. 01-236 9431).

PLOVDIV:
International Trade Fair—September 1972
* Apply: Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.

BERLIN:
German Industries Exhibition—September 1972
* Apply: AMK Berlin Gmbh., 1 Berlin 19, Messedamm 22.

BOLZANO:
International Samples Fair—September 1972
* Apply: Fiera Campionaria Internazionale Di Bolzano, C.P. 297, Bolzano.

BARI:
International Levant Fair—September 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Trade Fair—13-22 October 1972
* Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-236 9325).

BUCHAREST:
International Fair—15-24 October 1972
Apply: Chamber of Commerce International Fair Board, Scinteia Square, Bucharest. Contact: Director-General.

GRENOBLE:
Trade Fair—October 1972
* Apply: M. Maurin, Palais des Expositions, Grenoble.

BRNO:
International Exhibition of Patents & Improvement Proposals 'Invex'—5-13 November 1972
Apply: Fairs and Exhibitions, 21 Park Square East, Regents Park, London, NW1 4LH (Tel. 01-635 8200).

BELGRADE:
11th New Year Fair—16-29 December 1972
Apply: Beogradski Sajam, Bulevar Vojvode Misica, 11001 Beograd 14, P.P. 408.

1973

FRANKFURT:
International Trade Fair (Spring)—February 1973
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

LYON:
International Trade Fair—March 1973
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1.

NICE:
International Fair (Tourism)—March 1973
* Apply: M. Le President, 8 Place Massena, Nice.

MARSEILLES:
Spring Fair—March-April 1973
* Apply: British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, E.C.4.

ZAGREB:
International Spring Fair—April 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NANTES:
Trade Fair—April 1973
* Apply: M. Boyer, Champ de Mars, Nantes.

METZ:
International Spring Fair (Expometz)—April 1973
* Apply: Mrs. Muriel C. Black, London Office of the Metz Fair, 86 Queen Street, London, E.C.4. (Tel. 01-236 9431).

ROUEN:
Trade Fair—April 1973
* Apply: Commissaire General, 48 Quai de Paris, Rouen.

TOULOUSE:
International Trade Fair—April 1973
* Apply: M. Lacassagne, President, Palais de la Foire, Toulouse.

HANOVER:
Hanover Fair—April 1973
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

MILAN:
International Samples Fair—April 1973
* Apply: Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1 (Tel. 01-734 2411).

PARIS:
International Fair (Foire de Paris)—April-May 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

BORDEAUX:
International Trade Fair—May 1973
* Apply: M. Ratuboa, Administration De La Foire International De Bordeaux, 12, Plade De La Beurpe, Bordeaux.

GRENOBLE:
Trade Fair—May 1973
* Apply: M. Maurin, Palais Des Expositions, Grenoble.

VELENCIA:
International Samples Fair—May 1973
* Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

LILLE:
International Trade Fair—May 1973
* Apply: Weigal Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2.

PALERMO:
International Mediterranean Fair—May-June 1973
* Apply: Fiera del Mediterraneo, Piazza Generale Cascino Palermo.

PADUA:
International Samples Fair—May-June 1973
* Apply: Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. 01-734 0855).

BARCELONA:
International Samples Fair—June 1973
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951).

LISBON:
International Trade Fair—June 1973
* Apply: State Information and Tourist Office for Portugal, 20 Lower Regent Street, London, S.W.1 (Tel. 01-930 2455).

NANCY:
International Fair—June 1973
* Apply: Translators Worldwide (London) Ltd., 29 Ely Place, London, E.C.1.

BOLOGNA:
International Trade Fair—June 1973
* Apply: Exhibitions and Trade Fairs International, 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

TRIESTE:
International Samples Fair—June 1973
* Apply: Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. 01-734 2411).

BILBAO:
International Samples Fair—July 1973
* Apply: Feria de Muestras, Apartado 468, Bilbao.

FRANKFURT:
International Trade Fair (Autumn)—August 1973
Apply: Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

DIEPPE:
Franco British Trade Fair—September 1973
* Apply: Federation of Sussex Industries, Seven Dials Corners, Brighton 1.

VIENNA:
International Trade Fair—September 1973
* Apply: Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1 (Tel. 01-584 6938).

BARI:
International Levant Fair—September 1973
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PLOVDIV:
International Trade Fair—September 1973
* Apply: Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.

METZ:
International Autumn Fair—September 1973
* Apply: Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, E.C.4.

MARSEILLES:
International Fair—September 1973
* Apply: British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, E.C.4.

STRASBOURG:
International Trade Fair—September 1973
* Apply: M. Le President, 9 rue Brulée, Strasbourg.

GRAZ:
Autumn Fair—October 1973
Apply: Austrian Fair Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

GRENOBLE:
Trade Fair—October 1973
* Apply: M. Maurin, Palais des Expositions, Grenoble.

Agriculture, Forestry, Fishing and Agricultural Machinery

1971

COPENHAGEN:
International Agricultural Machinery Fair (Agrima)—1-4 December 1971
* Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1.

1972

BERLIN:
International Green Week—January/February 1972
Apply: AMK Berlin, Gmbh., 1 Berlin 19, Messedamm 22.

PARIS:
International Agricultural Exhibition—4-12 March 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

PARIS:
International Agricultural Machinery Exhibition (Sima)—5-11 March 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

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VERONA:
International Agricultural Fair—12-19 March 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel: 01-4[illegible] 1951).

STOCKHOLM:
Foresty Exhibition—19-22 March 1972.
Apply: AB St. Erik's-Massan, 106 80 Stockholm.

ESSEN:
1st International Pig Production Show—22-25 March 1972
Apply: Gemeimnutzige Ausstelungsgesellschaft m b H Essen (Ruhr)/Gruga-Hallen, 43 Essen, Norbertstrasse 56.

TOULOUSE:
International Agricultural Production and Rural Equipment Exhibition—March-April 1972
* Apply: President, Rue Ozenne, Toulouse.

ZARAGOZA:
International Agricultural Machinery Fair (FIMA) 8—16 April 1972
* Apply: Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

EPINAL:
French Forestry Fair—April 1972
* Apply: Foire Forestiere National. 11 Edmond Henry, Epinal.

FOGGIA:
Agricultural Fair—April-May 1972
* Apply: Ente Autonome Fiera di Foggia, Palazzo Camera de Commercio via Dante 27 Foggia.

NOVI-SAD:
39th International Agricultural Fair—12-22 May 1972
Apply: Arpent Corringales. Hatfield Heath. Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

TOURS:
International Agricultural Machinery Exhibition—May 1972
* Apply: Union des Exposants de Machines et D'outillage Agrioles, 95, Rue Saint Lazare, Paris 9e.

REGGIO EMILIA:
International Pig Show—May 1972
* Apply: Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta. Reggio Emilia, Italy.

HANOVER:
International Agricultural Show (DLG)—28 May-4 June 1972
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London E.C.2 (Tel. 01-628 7050).

LJUBLJANA:
10th International Timber Fair—10-17 June
* Apply: Arpent. Corringales. Hatfield Heath. Bishop Stortford ISCE Hertfordshire (Tel. Hatfield Heath 315).

PARIS:
International Woodworking, Machinery Exhibition (Expobois)—June 1792
Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

JONKOPING:
European Agricultural & Industrial Fair (ELMIA)—June, 1972
Apply: Exhibition Consultants Ltd, 11 Manchester Square, London W.1 (Tel. 486-1951).

SANTAREM:
Ribatejo Agricultural Fair—June 1972.
* Apply: Secretario Feria Nacional de Agricultura, Feria do Ribatejo.

HERNING:
Agricultural Show—5-8 July 1972
Apply: Foreningen of Jydske Laivdeoforeninger Sct. Clemens Tory 6. D. K. 8000 AARHUS C.

KLAGENFURT:
Austrian Timber Fair—August 1972
Apply: Austrian Trade Representative in Great Britain, 1 Hyde Park Gate, London S.W.7 (Tel. 01-584 6938).

NOVI-SAD:
9th International Fruit Vegetable and Processed Product Fair. —September 1-6
Apply: Arpent Corringales. Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

MOSCOW:
Modern Agricultural Machinery, Equipment and Instruments "SELKHOZOTEKHNIKA-72"—6-20, September 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

FRANKFURT:
International Dairy Engineering Exhibition—8-12 September 1972
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

1973

VERONA:
International Agricultural Fair—March 1973
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

PARIS:
International Agricultural Exhibition—March 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
International Agricultural Machinery Exhibition (SIMA)—March 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—March/April 1973
* Apply: Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

TOULOUSE:
International Agricultural Production & Rural Equipment Exhibition—April 1973
* Apply: President, 9 Rue Ozenne, Toulouse.

FLORENCE:
International Handicraft Fair—April-May 1973
* Apply: Mostra Mercalo Nazionale dell Artiganato Piazza della Liberta 1 Florence.

FOGGIA:
Agricultural Fair—April-May 1973
* Apply: Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

BUCHAREST:
International Exhibition of Equipment for Forestry, Woodworking Industry, Furniture Industry, & Connected Services —6-15 May 1973.
Apply: Director-General Chamber of Commerce, International Fair Board, Scinteia Square, Bucharest.

REGGIO EMILIA:
International Pig Show—May 1973
* Apply: Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

SANTAREM:
Ribatejo Agricultural Fair—June 1973
Apply: Secretario Feria Nacional de Agricultura Feria do Ribatejo.

VIGO:
World Fishing Exhibition—September 1973
Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, London S.E.18.

BUCHAREST:
Second Biennial International Exhibition of Equipment for Agriculture Food Industry Packaging and Connected Industries—14-23 October, 1973
Apply: Director-General, Romanian Chamber of Commerce, International Fair Board, Scinteia Square, Bucharest.

Aircraft and Aeronautical Equipment

1972

HANOVER:
International Air Show—21 April-1 May 1972
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London E.C.2 (Tel. 01-628 7050).

TURIN:
International Aerospace Show—1-11 June 1972
Apply: International Committee of Airport Systems, 12, Kendrick Mews, Kendrick Place, London S.W.7 (Tel. 01-245 7512)

GENEVA:
International Airport Construction & Equipment Exhibition—19-23 June 1972
Apply: International Airport Expositions 7, London Road, St. Albans, Herts (Tel. 56-6 3213).

CANNES:
International Exhibition for General Aircraft—June 1972
Apply: Salon International De L'Aviation General. 18 Bd Maillot, Neuilly—Sur-Seine.

1973

PARIS:
International Aeronautics and Space Exhibition—May-June 1973
Apply: M. Maillet, 4-6 Rue Galilee, Paris 16e.

TOULOUSE:
Aeronautical and Space Exhibition—June 1973
Apply: M. Nadale, 6 Rue Deville, Toulouse.

Books and Periodicals

1972

BRUSSELS:
International Book Fair—March 1972
* Apply: Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels 5.

BOLOGNA:
International Book Fair for Children and Youth—April-May 1972
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

WARSAW:
International Book Fair—May 1972
Apply: ARS Polona, Biuro Miedzynarodowch, Targow Ksigzki, Krakowskie, Przedm 7, Warsaw.

NICE:
International Book Festival—22-27 May 1972
Apply: Secretariat General du Festival, 4 Boulevard Carabacel, Nice.

PARIS:
International Exhibition of Scientific and Technical Books—June 1972
Apply: Salon du Livre et de la Press Scientifique et Technique, 117 Boulevard, St. Germain, Paris 6e.

FRANKFURT:
International Book Fair—September 1972
* Apply: Ausstellungs-und Messe-G.m.b.H. des Börsenvereins des Deutschen Buchandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

BELGRADE:
17th International Book Fair—14-18 November 1972
Apply: Beogradski Sajam, Bulevar Vojvode Misica 14, P.P. 408, 11001 Beograd.

1973

BRUSSELS:
International Book Fair—March 1973
* Apply: Foire Internationale du Livre, c/o Syndicat des Editeurs, Belges, Brussels 5.

BOLOGNA:
International Book Fair for Children and Youth—April 1973
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1X 2AQ (Tel. 01-734 0511).

NICE:
International Book Festival—May 1973
Apply: Secretariat General du Festival, 4 Boulevard Carabacel, Nice.

WARSAW:
International Book Fair—May 1973
Apply: ARS Polona, Biuro Miedzynarodowch, Targow Ksigski, Krakowskie Przedon 7, Warsaw.

FRANKFURT:
International Book Fair—September 1973
Apply: Ausstellungs und Messe-G.m.b.H. des Borsenkereins des Deutschen Buchhandels e.v., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

1971

BUDAPEST:
International Sanitary Engineering and Building Fitting Show and Fair—15-25 October 1971
Apply: The Organising Committee, The Institute for Technical Scientific Information of the Ministry of Metallurgy and Machine Industry, Guszeru 25, Budapest V.

PRAGUE:
3rd International Exhibition of Building Materials and Products ("CONECO 71"—12-21 October 1971
Apply: Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 583 7034).

PARIS:
International Building Exhibition (Batimat)—18-28 November 1971
Apply: M. le Prince, 1 Avenue Niel, Paris 17e.

1972

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (Bau)—29 January-6 February 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment)—25 February-5 March 1972
* Apply: The Building Exhibition, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
VIth International Building Fair—17-23 April 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Building and Public Works Materials and Equipment Exhibition (Expomat)—25 May-4 June 1972
Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

COPENHAGEN:
International Transport Exhibition (Nordtrans)—2-7 June 1972
Apply: UFESAS, Vestagervej 5, 2100 Copenhagen.

PRAGUE:
International Symposium on Water and Air Pollution and Exhibition (ISWA)—June-July 1972
Apply: Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

NANCY:
International Exhibition of Urban Equipment—September 1972
* Apply: Salon International de L'Equipment Urbais B.P. 593 R.P. (54), Nancy (Tel. (28) 53-09-01).

DUBLIN:
International Building and Construction Exhibition—3-7 October 1972
Apply: Irish Services Ltd., 15 Upper Fitzwilliam Street, Dublin 2, Ireland.

BOLOGNA:
International Building Exhibition—16-24 October 1972
* Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, W1X 2AQ (Tel. 734 0511).

MUNICH:
International Sewage and Water Treatment Engineering Exhibition (IFAT)—3-9 November 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1973

MUNICH:
International Exhibition of Building Machinery (Bauma)—3-11 March 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Building Materials & Accessories Exhibition (Batiment)—March 1973
* Apply: The Building Exhibition, 11 Manchester Square, London W.1 (Tel. 01-486 1951).

UTRECHT:
International Building Exhibition—April 1973
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

PARIS:
International Materials Handling Exhibition—May 1973
Apply: M. Ollive, 20 Rue Carpeaux 92, Puteaux.

PARIS:
International Surface Treatment and Industrial Finishing Exhibition—May-June 1973
Apply: M. Ollive, 20 Rue Carpeaux, Puteaux.

BRUSSELS:
International Municipal Equipment Exhibition—September 1973
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, Bruxelles 2.

BOLOGNA:
International Building Exhibition—October 1973
* Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London W.1X 2AQ (Tel. 734-0511).

PARIS:
International Building Exhibition (Batimat)—November 1973
Apply: M. Le Prince, 1 Avenue Niel, Paris 17.

MOSCOW:
Building Road Making Machinery. equipment for Mechanisation of Construction and Erection—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

Chemical and Allied Industries including Plastics

1971

COPENHAGEN:
International Chemico Technical Process Equipment Fair (KEM-TEK)—1-5 November 1971
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 2400, Copenhagen.

OSLO:
Automatica—November 1971
Apply: Norwegian Industries Development Association. Forskningsveien 1, Oslo 3.

1972

COPENHAGEN:
International Plastic and Plastic Machinery Exhibition (Nordplast)—11-16 April 1972
Apply: UFESAS, Vestagervej 5, 2100 Kobenhavn Ø.

ZAGREB:
Spring Fair '72 (Plastipak)—17-23 April 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

MUNICH:
3rd International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—25-28 April 1972
Apply: Exhibitions Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

BUCHAREST:
International Exhibition of Industrial Equipment for Petroleum, Chemicals & Plastic Materials—3 May-12 May 1972.
Apply: Director-General, Romanian, Chamber of Commerce International Fair Board, Scinteia Square, Bucharest, Romania.

AMSTERDAM:
International Petroleum Exhibition in Europe—16-20 May 1972
† Apply: Petrotech 2, Oostzeedijk 244, Rotterdam.

BRATISLAVA:
4th. International Chemical Exhibition. 'Incheba'—June 1972.
Apply: Director of the Exhibition. Dr. J. Minar, Dr. J. Minar Drienova. P.O. Box 197, Bratislava.

SARAJEVO—YUGOSLAVIA:
Plastics Fair,—September 1972
Apply: Director-General Ljubo Kojo; Skenderija ulica M Sokolovica bb 71000, Sarajevo (Tel. 33 222).

OSTRAVA, CZECHOSLAVAKIA:
International Exhibition of Laboratory Equipment 'Interlab' —October 1972
Apply: Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

MILAN:
International Plastics Exhibition. Plast '72—8-15 October 1972.
Apply: Plast, Viale Teoderico 19/2.

BELGRADE:
17th International Chemical Industry Fair.—14-18 November 1972 Apply: Beogradski Sajam, Bulevar Vojvode Misica 14, 11001 Beograd P.P. 408.

1973

BRUSSELS:
International Plastics Exhibition (Europlastica)—28 April-5 May 1973
Apply: Europlastica, Palais du Centenaire Brussels (Tel. 02/78-48 60).

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-27 June 1973.
Apply: Dechema 6 Frankfurt-am-main 97 Theiderheusse-Allee 25.

Clothing

1971

ZURICH:
International Clothing Exhibition—10-12 October 1971
* Apply: 2 avenue Pictet-de-Rochmont Ch-1207 Geneva.

PARIS:
International Exhibition of Women's Ready-to-wear Clothing (Pret-A-Porter)—22-28 October 1971.
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—24-28 October 1971
Apply: John Buck, (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

WIESBADEN:
International Millinery Trade Fair. (Interhut)—27-29 November 1971
Apply: International Hutfachmesse fur Grossisten Gmbh 6 Frankfurt-am-main, Kaiserstrasse 64.

1972

LJUBLJANA:
International Fashion Fair: Clothing, Knitwear, Hosiery 'Moda 72' etc—15-22 January 1972
Apply: Arpent. Corringales, Hatfield Heath. Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

PARIS:
European Men's Wear Exhibition—12-15 February 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
Knitting Industries Exhibition. —12-15 February 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

COPENHAGEN:
International Men's Fashion Fair—17-19 February 1972
Apply: Erhvetvenes Udstillingsselskab Bella-Centret A/S Hvidkildevej 64, Kobenhavn N.V.

COLOGNE:
International Casual Wear and Leisure Wear Exhibition 18-20—February 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs Room 229, Abbey House, Victoria Street, London S.W.1. (Tel. 01-799 2134).

PARIS:
Childrens Fashion Show—February 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

TURIN:
International Fashion Trade Fair (Samia)—February 1972
* Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks. 0274-56851.

PARIS:
Corsetry & Lingerie Exhibition—February 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

COLOGNE:
International Fair for the Child—10-12 March 1972
* Apply: H. E. Melsom, MBE., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1. (Tel. 01-799 2134).

COPENHAGEN:
Scandinavian Fashion Week—12-15 March 1972
Apply: Moderingen Vester Voldgade 115, 1552 Copenhagen.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—12-15 March 1972
* Apply: John Buck, (Trade Fair Agencies) Ltd., 44 Newman Street, London W1. (Tel. 01-636 9325).

BELGRADE:
6th International Commercial Textile & Footwear Exhibition —13-17 March 1972
Apply: Beogradski Sajam, Bulevar Vojvode Misica, 11001 Beograd, 14 P.P. 508.

MUNICH:
Fashion Week—19-23 March 1972
Apply: Mode-Woche Munchen Gmbh, 8 Munchen 12 Therestenhohe 15.

COPENHAGEN:
Fashion Fair—March, 1972
Apply: Udestillinghallen Forum A/S, Julius Thomsens Plads 1, 1925 Copenhagen V.

ZURICH:
International Clothing Exhibition—March 1972
* Apply: 2 avenue Pictet-de-Rochemont, Ch-1207 Geneva.

MILAN:
Fur Fair (Comis Pel)—19-23 March 1972
Apply: Comis Piazzale Cadorna 15-20123 Milan.

BERLIN:
Fashion Week (including Interchic)—9-19 April, 1972
* Apply: Industrie und Handelskammerzu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-A-Porter)—15-20 April 1972
* Apply: M. Bonnave, French Exhibitions, 196 Sloane Street, London S.W.1.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—23-27 April 1972
* Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel: 01-636 9325).

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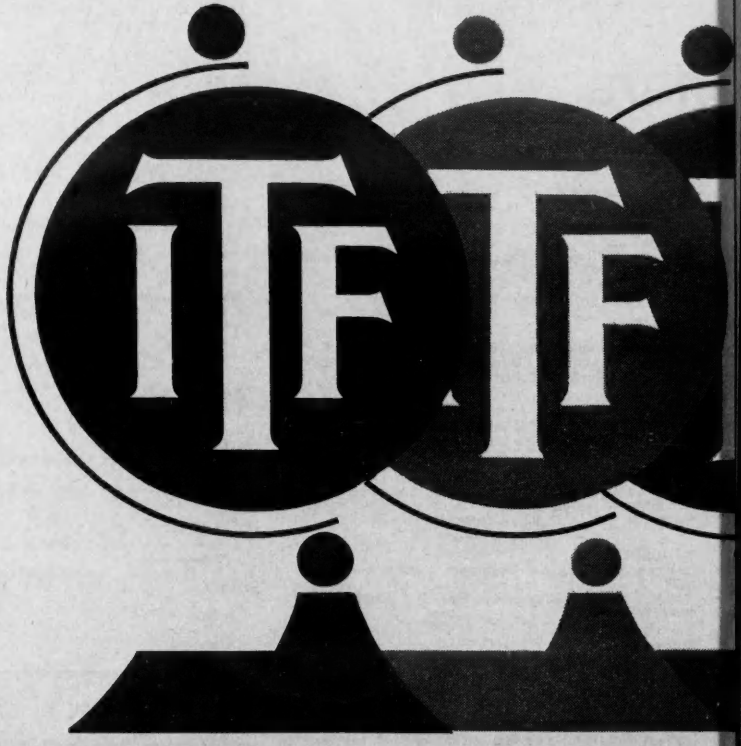
1971

Machine Tool Exhibition
Sydney 14–23 October
London Nursing Exhibition and Conference
Seymour Hall, London, 18–22 October
The 14th Do-It-Yourself Exhibition
Manchester, 9–20 November
National Exhibition of Cage and Aviary Birds
Alexandra Palace, London, 2–4 December

1972

International Hotel and Catering Exhibition—Hotelympia 72
Olympia, London, 6–14 January
International Carpet and Floor Coverings Fair—Carpex 72
Earls Court, London, 28 February–3 March
International Men's and Boys' Wear Exhibition—Imbex 72
Earls Court, London, 28 February–3 March
Brighter Homes Exhibition
Manchester, 7–25 March
Scotland's Food Exhibition
Glasgow, 11–22 April
International Brewing, Bottling and Allied Trades Exhibition—Brewex 72
Earls Court, London, 17–21 April
International Mechanical Handling Exhibition
Earls Court, London, 9–19 May
Northern Reprographic Exhibition
Manchester, 15–19 May
Northern Floor Coverings Fair
Harrogate, 5–8 September



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Meat Industry Exhibition
Olympia, London, 5–7 September
International Poultry Show
Olympia, London, 5–7 September
International Chemical and Petroleum Engineering Exhibition—Icape 72
Olympia, London, 18–22 September
International Packaging Exhibition—Pakex 72
Olympia, London, 9–13 October
London Nursing Exhibition and Conference
Seymour Hall, London, 16–20 October
Building Trades' Exhibition
Manchester, 16–21 October
The 15th Do-It-Yourself Exhibition
Manchester, 7–18 November
National Exhibition of Cage and Aviary Birds
Alexandra Palace, London
30 November–2 December

1973
International Carpet and Floor Coverings Fair—Carpex 73
Earls Court, London, February
International Men's and Boys' Wear Exhibition—Imbex 73
Earls Court, London, February
London International Engineering / Marine Exhibition—Lieme 73
Olympia, London, April
International Plastics Exhibition—Interplas 73
Olympia, London, June
Shopex International
Earls Court, London
Northern Floor Coverings Fair
Harrogate, 4–7 September
London Nursing Exhibition and Conference
Seymour Hall, London

Representatives of the Group may be contacted through

ARGENTINA
The British Chamber of Commerce, Buenos Aires

AUSTRALIA
Adelaide Chamber of Commerce, Adelaide
Hobart Chamber of Commerce, Hobart

BELGIUM & LUXEMBOURG
M. Georges Bouhon, 126, Boulevarde Brand Whitlock, Brussels

BRAZIL
The British and Commonwealth Chamber of Commerce in Brazil, Sao Paulo

CANADA
Halifax Board of Trade, Halifax. The Montreal Board of Trade, Montreal,

CHILE
The British Chamber of Commerce, Santiago

CZECHOSLOVAKIA
Rapid, Prague

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British Chamber of Commerce, Paris
Regional Council of the British Chamber of Commerce, Marseilles

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NIGERIA
Lagos Chamber of Commerce, Lagos

PAKISTAN
Agrabad Chamber of Commerce and Industry, Chittagong

PORTUGAL
The British Chamber of Commerce in Lisbon, Madeira and Oporto

SINGAPORE
Singapore International Chamber of Commerce, Singapore

SPAIN
The British Chamber of Commerce, Madrid, Barcelona, Bilbao and Valencia

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British-Swedish Chamber of Commerce, Stockholm

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The British-Swiss Chamber of Commerce Zurich

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The British Chamber of Commerce, Istanbul

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The British Chamber of Commerce, Montevideo

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The British-American Chamber of Commerce and British Trade Centre, New York. British-American Chamber of Commerce, Los Angeles. British-American Chamber of Commerce and Trade Centre, San San Francisco. British-American Chamber of Commerce of the Midwest, Chicago

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London, WC1A 1PB.
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VIENNA:
Ladies Fashion Show—April 1972
* Apply: Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz, 4. 1030 Vienna 3.

PARIS:
International Exhibition of Clothing & Knitwear Industries Equipment—April 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

MUNICH:
Fashion Week—April 1972
Apply: Mode-Woche Munchen Gmbh, 8 Munchen 12, Theresienhohe 15.

LJUBLJANA:
International Fair of Textiles and Accessories for Clothing Industry 'Setex '72'—30 May-1 June 1972
Apply: Arpent. Corringales. Hatfield Heath, Bishop Stortford, ISCE, Hertfordshire. (Tel. Hatfield Heath 315).

WIESBADEN:
International Millinery Trade Fair. (Interhut)—June 1972
Apply: Internationale Hutfachmesse fur Crrossesten Gmbh 6, Frankfurt -am -amin Kaiserstrasse 64.

BUCHAREST:
International Salon for Textiles, Outwear, Lingerie, Furs, and Footwear—25 June-4 July 1972
Apply: Chamber of Commerce International Fair Board. Scinteia Square, Bucharest.

COLOGNE:
International Men's Fashion Week—August 1972
Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

COPENHAGEN:
Scandinavian Fashion Week—17-20 September 1972
Apply: Moderingen, Vester Voldgade 115, 1552 Copenhagen.

TURIN:
International Fashion Trade Fair. (Samia)—September 1972
* Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks. (Tel. 0274-56851).

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—September 1972
Apply: M. Mangeret, 11 Rue Anatole-de-la Forge, Paris 17e.

COLOGNE:
International Fair of Lingerie, Foundation Garments Underwear and Swimwear—September 1972
Apply H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1. (Tel. 01-799 2134).

DUSSELDORF:
International Fashion Trade Fair (Igedo)—September 1972
Apply: John Buck Trade Fair Agencies Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

MUNICH:
Fashion Week—1-5 October 1972
Apply: Mode-Woche Munchen Gmbh, 8 Munchen 12, Thereselnhole 15.

BELGRADE:
13th International Fashion Fair 'Moda U Svetu'—6-15 October 1972
Apply: Beogradski Sajam, Bulevar Vojvode Misica, 11001. Beograd 14, P.P. 408.

BERLIN:
Fashion Week (including Interchic)—8-19 October 1972
Apply: Industrie und Handelskammerzu Berlin, 1 Berlin 12 Hardenbergstrasse, 16-18.

COLOGNE:
International Fair for the Child—13-15 October 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

PARIS:,
International Exhibition of Women's Ready-to-wear Clothing (Pret-A-Porter)—21-26 October 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—October 1972
Apply: John Buck Trade Agencies Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

ZURICH:
International Clothing Exhibition—October 1972
* Apply: 2 avenue Pictet-de-Rochemont, Ch-1207, Geneva.

VIENNA:
Ladies' Fashion Show—October 1972
* Apply: Fachverband der Bekleidungsindustrie, Osterreichs, Schwarzenbergplatz 4. 1030, Vienna 3.

WIESENBADEN:
International Millinery Trade Fair. (Interhut)—November 1972.
Apply: Internationale Hutfachmesse fur Grossisten Gmbh 6 Frankfurt-am-main, Kaiserstrasse 64.

1973

TURIN:
International Fashion Trade Fair (Samia)—February 1973
* Apply: Mrs. R. Stewart, 2 Woodlands Roundwood Road, Baildon, Yorks (Tel. 0274 56851).

PARIS:
European Menswear Exhibition—February 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine) February 1973
* Apply: M. Mangeret, 11 Rue Anatole de la Forge, Paris 17.

ZURICH:
International Clothing Exhibition—March 1973
* Apply: 2 avenue Pictet-de-Rochemont, Ch-1207 Geneva.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—March 1973
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

MILAN:
Fur Fair (Comis Pel)—March 1973
* Apply: Comis, Piazzale Cadorna, 15-20123 Milan.

COLOGNE:
International Fair for the Child—March 1973
Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

PARIS:
International Exhibition of Women's Ready to Wear Clothing (Pret A Porter)—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—April 1973
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

VIENNA:
Ladies Fashion Show—April 1973
* Apply: Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

BERLIN:
Fashion Week (including Interchic)—April 1973
Apply: Industrie und Handelskammer, 34 Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1973
Apply: Internationale Hutfachmesse fur Grossester GmbH6 Frankfurt-am-main, Kaiserstrasse. 64.

COLOGNE:
International Mens Fashion Week—August 1973
Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

COLOGNE:
International Fair of Lingerie Foundation Garments, Underwear and Swimwear—September 1973
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—September 1973
* Apply: M. Mangeret, 11 Rue Anatole de la Forge, Paris 17.

TURIN:
International Fashion Trade Fair (Samia)—September 1973
* Apply: Mrs. R. Stewart, 2 Woodlands Roundwood Road, Baildon, Yorks (Tel. 0274 56851).

DUSSELDORF:
International Fashion Trade Fair (Igedo)—September 1973
Apply: John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

MUNICH:
Fashion Week—October 1973
Apply: Mode-Woche Munchen GmbH 8, Munchen 12, Therestenhohe 15.

ZURICH:
International Clothing Exhibition—October 1973
* Apply: 2 avenue Pictet-de-Rochemont, Ch-1207, Geneva.

COLOGNE:
International Fair for the Child—October 1973
Apply: H. E. Melsom, MBE, Cologne International Trade Fair, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

BERLIN:
Fashion Week (including Interchic)—October 1973
Apply: Industrie und Handelskammer 34 Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS:
International Exhibition of Women's Ready to Wear Clothing (Pret A Porter)—October 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

VIENNA:
Ladies Fashion Show—October 1973
* Apply: Fachverband der Bekleidungsindustrie Osterreichs Schwarzenbergplatz 4, 1030 Vienna 3.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—October 1973
Apply: John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

WIESBADEN:
International Millinery Trade Fair—November 1973
Apply: Internationale Hutfachmesse fur Grossester GmbH 6, Frankfurt-am-Main, Kaiserstrasse 64.

Display and Shop Equipment

1971

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equip'mag)—14-25 October 1971
† Apply: Salon de L'Equipment Des Commerces, 42 Rue de Loeuvre, Paris 1er.

BRNO:
Exhibition of Display Requisites—20-26 October 1971
Apply: Fairs and Exhibitions Ltd., Mr. A. J. Holdsworth, 21 Park Square East, Regents Park, N.W.1 (Tel. 01-935 8200).

1972

DUSSELDORF:
4th International Congress and Fair of Modern Shopfitting and Display (Euroshop)—23-27 February 1972
Apply: John Buck (Trade Fair Agencies), 44 Newman Street, London, W.1 (Tel. 01-636 9325).

1973

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equip'mag)—October 1973
† Apply: Salon de L'Equipment Des Commerces, 42 Rue du Loeuvre, Paris 1er.

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Engineering, Electrical and Electronic, including Radio and Television

1971

PRAGUE:
4th International Exhibition of Hi-Fi Equipment, Cassette Recorders, Video-Tape Recorders, Records and Music Cassettes (Auro Praha '71)—15-24 October 1971
Apply: Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 583 7034).

GOTHENBURG:
International Electrotechnical Trade Fair (Elfack '71)—9-14 November 1971
† Apply: Svenska Massan, S-41-251 Göteburg.

1972

GOTHENBURG:
Scandinavian Lighting Fair—January 1972
* Apply: Skandinavisk Belysnings Massa, Box 52, 285 00 Markaryd.

PARIS:
International Lighting Exhibition—January 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

CANNES:
Market for Videocassette Programmes and Equipment (Vidca)—5-10 March 1972
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 493 5563).

PRAGUE:
International Exhibition of Electronic Measuring Instruments—27-31 March 1972
Apply: Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

PARIS:
International Festival of Sound—March 1972
* Apply: Commissaire Generale, 16 Rue de Presles, Paris 15e.

PARIS:
International Exhibition of Electronic Components—6-11 April 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

CANNES:
International Television Programme Market—15-20 April 1972
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB.

PARIS:
Electric and Mechanical Industries Exhibition (Mecanelec)—April 1972
Apply: Managing Director, 40 Rue de Colisse, Paris 8e.

PARIS:
Electrical Equipment Exhibition—May 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

MOSCOW:
Modern Electro-Technical Equipment 'Electro '72'—12-26 July 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST:
VIIth International Congress and Exhibition on Acoustics—18-26 August 1972
Apply: Hungexpo Hungarian Foreign Trade Office for Fairs and Publicity, Varosliget, Budapest XIV.

DUSSELDORF:
International Hifi Exhibition—August 1972
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

HELSINKI:
Television and Radio Show—September 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, W.1 (Tel. 01-486 1951).

COPENHAGEN:
Electronics Fair—30 September-6 October 1972
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Kobenhavn NV.

STOCKHOLM:
Instruments and Measurements Exhibition (IM '72)—2-7 October 1972
Apply: AB. St. Erik's Massan, S-106 80, Stockholm.

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October 1972
Apply: Secretariat Fiarex-Organisatie, Minervalann 82, Amsterdam.

BORDEAUX:
Radio and Television Exhibition—October 1972
* Apply: Commissaire General, 16 Rue de Presles, Paris 15e.

MILAN:
Instrumentation and Automation Exhibition—November 1972
† Apply: Federazione Della Associationi Scientifiche and Techniche (Fast), Di Milano P. Le Morandi 2, Milan.

1973

PARIS:
International Lighting Exhibition—January 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

BASLE:
International Exhibition of Industrial Electronics (Inel)—6-10 March 1973
† Apply: Exhibition Management, Swiss Industries Fair, Basle 21.

PARIS:
International Festival of Sound—March 1973
* Apply: Commissaire Generale, 16 Rue de Presles, Paris 15.

PARIS:
International Exhibition of Electronic Components—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

CANNES:
Market for Videocassette Programmes and Equipment (Vidca)—April 1973
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London, W1X 8JB.

CANNES:
International Television Programme Market (MIP TV)—April 1973
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB.

CANNES:
International Television Programme Market (MIP TV)—April 1973
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB.

MUNICH:
International Radio and Television Exhibition—25 August-2 September 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

AMSTERDAM:
International Radio and Television Exhibition (Firato)—September 1973
† Apply: RAI Gebouw NV 8, Europaplien, Amsterdam.

PARIS:
Radio and Television Exhibition—September 1973
* Apply: Commissaire General, 16 Rue de Presles, Paris 15e.

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—23-29 November 1973
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

KIEV:
Modern Equipment for Repairs and Services Organisations (Beauty Salons, Tailors, Repair Shops for Household Electric Appliances, etc.)—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

Engineering, Other

1971

BELGRADE:
International Construction and Equipment Fair—22-31 October 1971
Apply: General Director, Beogradski Sajam Bulevar, Vojvode, Misica 14, 11001 Beograd P.P. 408.

COPENHAGEN:
International Technical Fair—October 1971
* Apply: Udstillingsselskab Ufesas, Ryvange Alle, 20 Copenhagen.

LISBON:
Engineering Symposium and Exhibition—9-12 November 1971
Apply: The London Chamber of Commerce, 69/75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

ZAGREB:
International Biennial Machine-Tools Fair (Biam)—22-27 November 1971
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Hydraulics and Compressed Air Exhibition—29 November-4 December 1971
† Apply: Salon International des Techniques et Pneumatiques, 20 Rue Carpeaux, 92 Puteaux.

1972

BASLE:
International Mechanical Handling Exhibition—3-12 February 1972
Apply: Exhibition Secretariat of the Swiss Industries Fair, CH-4000 Basle 21 (Tel. 061 32 38 50).

ZURICH:
Swiss Driving Power Techniques Exhibition—2-7 March 1972
Apply: AGIFA, Postfach 257, 8033 Zurich.

BILBAO:
Machine Tool Exhibition—4-12 March 1972
Apply: La Feria de Muestras Internacional de Bilbao Tercio de Begona, No 2 Apartado de Correos 468, Bilbao 13.

MILAN:
International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (Fluid '72)—10-15 March 1972
Apply: Dr. A. Chiappe, Via Luciano Manara 15, Milan.

PRAGUE:
International Exhibition of Mechanical Handling Equipment (Intrama)—10-14 April 1972
Apply: Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

PRAGUE:
International Exhibition of Modern Alimentary Machinery and Equipment (Alima)—10-15 April 1972
Apply: Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—19-27 April 1972
Apply: M. Ollive, 20 Rue Carpeaux, 92 Puteaux, France.

MALMO:
Mechanical Industries Fair (Mekanik)—April 1972
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Welding Fair—23-27 May 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Industrial Equipment Exhibition—27 May-3 June 1972
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B1020 Bruxelles.

PADUA:
International Exhibition of Mechanical Handling and Storage (Tramag)—October 1972
* Apply: Fiera di Padova, Tramag, Via N Tommases, Padua.

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VIENNA:
Ladies Fashion Show—April 1972
* Apply: Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz, 4. 1030 Vienna 3.

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Fashion Week—April 1972
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International Fashion Trade Fair (Igedo)—September 1972
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MUNICH:
Fashion Week—1-5 October 1972
Apply: Mode-Woche Munchen Gmbh, 8 Munchen 12, Thereselnhole 15.

BELGRADE:
13th International Fashion Fair 'Moda U Svetu'—6-15 October 1972
Apply: Beogradski Sajam, Bulevar Vojvode Misica, 11001. Beograd 14, P.P. 408.

BERLIN:
Fashion Week (including Interchic)—8-19 October 1972
Apply: Industrie und Handelskammerzu Berlin, 1 Berlin 12 Hardenbergstrasse, 16-18.

COLOGNE:
International Fair for the Child—13-15 October 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

PARIS:,
International Exhibition of Women's Ready-to-wear Clothing (Pret-A-Porter)—21-26 October 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—October 1972
Apply: John Buck Trade Agencies Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

ZURICH:
International Clothing Exhibition—October 1972
* Apply: 2 avenue Pictet-de-Rochemont, Ch-1207, Geneva.

VIENNA:
Ladies' Fashion Show—October 1972
* Apply: Fachverband der Bekleidungsindustrie, Osterreichs, Schwarzenbergplatz 4. 1030, Vienna 3.

WIESENBADEN:
International Millinery Trade Fair. (Interhut)—November 1972.
Apply: Internationale Hutfachmesse fur Grossisten Gmbh 6 Frankfurt-am-main, Kaiserstrasse 64.

1973

TURIN:
International Fashion Trade Fair (Samia)—February 1973
* Apply: Mrs. R. Stewart, 2 Woodlands Roundwood Road, Baildon, Yorks (Tel. 0274 56851).

PARIS:
European Menswear Exhibition—February 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine) February 1973
* Apply: M. Mangeret, 11 Rue Anatole de la Forge, Paris 17.

ZURICH:
International Clothing Exhibition—March 1973
* Apply: 2 avenue Pictet-de-Rochemont, Ch-1207 Geneva.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—March 1973
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

MILAN:
Fur Fair (Comis Pel)—March 1973
* Apply: Comis, Piazzale Cadorna, 15-20123 Milan.

COLOGNE:
International Fair for the Child—March 1973
Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

PARIS:
International Exhibition of Women's Ready to Wear Clothing (Pret A Porter)—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—April 1973
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

VIENNA:
Ladies Fashion Show—April 1973
* Apply: Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

BERLIN:
Fashion Week (including Interchic)—April 1973
Apply: Industrie und Handelskammer, 34 Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1973
Apply: Internationale Hutfachmesse fur Grossester GmbH6 Frankfurt-am-main, Kaiserstrasse. 64.

COLOGNE:
International Mens Fashion Week—August 1973
Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

COLOGNE:
International Fair of Lingerie Foundation Garments, Underwear and Swimwear—September 1973
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—September 1973
* Apply: M. Mangeret, 11 Rue Anatole de la Forge, Paris 17.

TURIN:
International Fashion Trade Fair (Samia)—September 1973
* Apply: Mrs. R. Stewart, 2 Woodlands Roundwood Road, Baildon, Yorks (Tel. 0274 56851).

DUSSELDORF:
International Fashion Trade Fair (Igedo)—September 1973
Apply: John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

MUNICH:
Fashion Week—October 1973
Apply: Mode-Woche Munchen GmbH 8, Munchen 12, Therestenhohe 15.

ZURICH:
International Clothing Exhibition—October 1973
* Apply: 2 avenue Pictet-de-Rochemont, Ch-1207, Geneva.

COLOGNE:
International Fair for the Child—October 1973
Apply: H. E. Melsom, MBE, Cologne International Trade Fair, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

BERLIN:
Fashion Week (including Interchic)—October 1973
Apply: Industrie und Handelskammer 34 Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS:
International Exhibition of Women's Ready to Wear Clothing (Pret A Porter)—October 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

VIENNA:
Ladies Fashion Show—October 1973
* Apply: Fachverband der Bekleidungsindustrie Osterreichs Schwarzenbergplatz 4, 1030 Vienna 3.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—October 1973
Apply: John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

WIESBADEN:
International Millinery Trade Fair—November 1973
Apply: Internationale Hutfachmesse fur Grossester GmbH 6, Frankfurt-am-Main, Kaiserstrasse 64.

Display and Shop Equipment

1971

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equip'mag)—14-25 October 1971
† Apply: Salon de L'Equipment Des Commerces, 42 Rue de Loeuvre, Paris 1er.

BRNO:
Exhibition of Display Requisites—20-26 October 1971
Apply: Fairs and Exhibitions Ltd., Mr. A. J. Holdsworth, 21 Park Square East, Regents Park, N.W.1 (Tel. 01-935 8200).

1972

DUSSELDORF:
4th International Congress and Fair of Modern Shopfitting and Display (Euroshop)—23-27 February 1972
Apply: John Buck (Trade Fair Agencies), 44 Newman Street, London, W.1 (Tel. 01-636 9325).

1973

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equip'mag)—October 1973
† Apply: Salon de L'Equipment Des Commerces, 42 Rue du Loeuvre, Paris 1er.

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Engineering, Electrical and Electronic, including Radio and Television

1971

PRAGUE:
4th International Exhibition of Hi-Fi Equipment, Cassette Recorders, Video-Tape Recorders, Records and Music Cassettes (Auro Praha '71)—15-24 October 1971
Apply: Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 583 7034).

GOTHENBURG:
International Electrotechnical Trade Fair (Elfack '71)—9-14 November 1971
† Apply: Svenska Massan, S-41-251 Göteburg.

1972

GOTHENBURG:
Scandinavian Lighting Fair—January 1972
* Apply: Skandinavisk Belysnings Massa, Box 52, 285 00 Markaryd.

PARIS:
International Lighting Exhibition—January 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

CANNES:
Market for Videocassette Programmes and Equipment (Vidca)—5-10 March 1972
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 493 5563).

PRAGUE:
International Exhibition of Electronic Measuring Instruments—27-31 March 1972
Apply: Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

PARIS:
International Festival of Sound—March 1972
* Apply: Commissaire Generale, 16 Rue de Presles, Paris 15e.

PARIS:
International Exhibition of Electronic Components—6-11 April 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

CANNES:
International Television Programme Market—15-20 April 1972
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB.

PARIS:
Electric and Mechanical Industries Exhibition (Mecanelec)—April 1972
Apply: Managing Director, 40 Rue de Colisse, Paris 8e.

PARIS:
Electrical Equipment Exhibition—May 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

MOSCOW:
Modern Electro-Technical Equipment 'Electro '72'—12-26 July 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST:
VIIth International Congress and Exhibition on Acoustics—18-26 August 1972
Apply: Hungexpo Hungarian Foreign Trade Office for Fairs and Publicity, Varosliget, Budapest XIV.

DUSSELDORF:
International Hifi Exhibition—August 1972
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

HELSINKI:
Television and Radio Show—September 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, W.1 (Tel. 01-486 1951).

COPENHAGEN:
Electronics Fair—30 September-6 October 1972
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Kobenhavn NV.

STOCKHOLM:
Instruments and Measurements Exhibition (IM '72)—2-7 October 1972
Apply: AB. St. Erik's Massan, S-106 80, Stockholm.

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October 1972
Apply: Secretariat Fiarex-Organisatie, Minervalann 82, Amsterdam.

BORDEAUX:
Radio and Television Exhibition—October 1972
* Apply: Commissaire General, 16 Rue de Presles, Paris 15e.

MILAN:
Instrumentation and Automation Exhibition—November 1972
† Apply: Federazione Della Associationi Scientifiche and Techniche (Fast), Di Milano P. Le Morandi 2, Milan.

1973

PARIS:
International Lighting Exhibition—January 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

BASLE:
International Exhibition of Industrial Electronics (Inel)—6-10 March 1973
† Apply: Exhibition Management, Swiss Industries Fair, Basle 21.

PARIS:
International Festival of Sound—March 1973
* Apply: Commissaire Generale, 16 Rue de Presles, Paris 15.

PARIS:
International Exhibition of Electronic Components—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

CANNES:
Market for Videocassette Programmes and Equipment (Vidca)—April 1973
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London, W1X 8JB.

CANNES:
International Television Programme Market (MIP TV)—April 1973
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB.

CANNES:
International Television Programme Market (MIP TV)—April 1973
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London W1X 8JB.

MUNICH:
International Radio and Television Exhibition—25 August-2 September 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

AMSTERDAM:
International Radio and Television Exhibition (Firato)—September 1973
† Apply: RAI Gebouw NV 8, Europaplien, Amsterdam.

PARIS:
Radio and Television Exhibition—September 1973
* Apply: Commissaire General, 16 Rue de Presles, Paris 15e.

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—23-29 November 1973
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

KIEV:
Modern Equipment for Repairs and Services Organisations (Beauty Salons, Tailors, Repair Shops for Household Electric Appliances, etc.)—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

Engineering, Other

1971

BELGRADE:
International Construction and Equipment Fair—22-31 October 1971
Apply: General Director, Beogradski Sajam Bulevar, Vojvode, Misica 14, 11001 Beograd P.P. 408.

COPENHAGEN:
International Technical Fair—October 1971
* Apply: Udstillingsselskab Ufesas, Ryvange Alle, 20 Copenhagen.

LISBON:
Engineering Symposium and Exhibition—9-12 November 1971
Apply: The London Chamber of Commerce, 69/75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

ZAGREB:
International Biennial Machine-Tools Fair (Biam)—22-27 November 1971
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Hydraulics and Compressed Air Exhibition—29 November-4 December 1971
† Apply: Salon International des Techniques et Pneumatiques, 20 Rue Carpeaux, 92 Puteaux.

1972

BASLE:
International Mechanical Handling Exhibition—3-12 February 1972
Apply: Exhibition Secretariat of the Swiss Industries Fair, CH-4000 Basle 21 (Tel. 061 32 38 50).

ZURICH:
Swiss Driving Power Techniques Exhibition—2-7 March 1972
Apply: AGIFA, Postfach 257, 8033 Zurich.

BILBAO:
Machine Tool Exhibition—4-12 March 1972
Apply: La Feria de Muestras Internacional de Bilbao Tercio de Begona, No 2 Apartado de Correos 468, Bilbao 13.

MILAN:
International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (Fluid '72)—10-15 March 1972
Apply: Dr. A. Chiappe, Via Luciano Manara 15, Milan.

PRAGUE:
International Exhibition of Mechanical Handling Equipment (Intrama)—10-14 April 1972
Apply: Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

PRAGUE:
International Exhibition of Modern Alimentary Machinery and Equipment (Alima)—10-15 April 1972
Apply: Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—19-27 April 1972
Apply: M. Ollive, 20 Rue Carpeaux, 92 Puteaux, France.

MALMO:
Mechanical Industries Fair (Mekanik)—April 1972
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Welding Fair—23-27 May 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Industrial Equipment Exhibition—27 May-3 June 1972
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B1020 Bruxelles.

PADUA:
International Exhibition of Mechanical Handling and Storage (Tramag)—October 1972
* Apply: Fiera di Padova, Tramag, Via N Tommases, Padua.

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BASLE:
International Wire Exhibition—30 May-3 June 1972
Apply: Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. 01-405 5171).

ZURICH:
International Exhibition for Mechanised and Automated Production (Industrial Handling '72)—1-6 June 1972
Apply: Agifa-Fachmessen, Universitatstrasse 120, Postfach 257, CH-8033, Zurich.

BRNO:
International Foundry Fair 'Fondex'—26-30 June 1972
Apply: Mr A. J. Holdsworth, Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, N.W.1.

STUTTGART:
Exhibition for Metal-Working Machinery and Equipment (Fameta)—27-30 July 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-234 0911).

PRAGUE:
International Exhibition of Sanitary Engineering and Medicaments 'Mediexpo'—August 1972
Apply: Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

BASLE:
International Surface Treatment Exhibition (Surface)—6-12 September 1972
Apply: Exhibition Secretariat of the Swiss Industries Fair, CH-4000, Basle 21 (Tel. 061 32 38 50).

BRNO:
International Engineering Fair—9-18 September 1972
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, NW1 4LH.

STOCKHOLM:
Technical Fair—1-10 October 1972
* Apply: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, S.W.15 (Tel. 01-788 1186).

SKOPJE—YUGOSLAVIA
13th International Tobacco and Machinery Fair—3-11 October 1972
Apply: Director General: Andon Dabevski Skopski saem, ul, Zagrebacka bb, 91001 Skopje, pp356, (Tel. 34 601).

BUCHAREST:
2nd International Fair with Equipment for Mining and Metallurgical Industry Electrical and Electronic Industries, Machine Tools, etc.—15-24 October 1972
Apply: Chamber of Commerce Internationale Fair Board, Scienteia Square, Bucharest.

COPENHAGEN:
International Tool and Machine Tool Fair (Intertool 72)—31 October-5 November 1972
Apply: The Association of Danish Machine Tool Manufacturers, Noore Voldgade 34, 1358 Kobenhavn K.

MUNICH:
International Sewage and Water Treatment Engineering Exhibition (Ifat)—3-9 November 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZURICH:
International Hydraulics and Pneumatics Exhibition—13-18 November
† Apply: Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

1973

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtecnic)—January-February 1973
† Apply: AGIFA, Postfach 257, 8033 Zurich.

BRNO:
Exhibition of Welding, Engineering and Technology 'Welding'—June 1973
Apply: Fairs and Exhibitions Ltd., 21 Park Square, Regents Park, N.W.1 (Tel. 01-935 8200).

BASLE:
International Water Sewage and Air Purification Exhibition (Pro Aqua)—June 1973
† Apply: Exhibition Secretariat of the Swiss Industries Fair, CH-4000 Basle 21 (Tel. 061 32 38 50).

HELSINKI:
International Technical Fair—September 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PADUA:
International Exhibition of Mechanical Handling and Storage (Tramag)—October 1973
* Apply: Fiera di Padova Tramag, Via N Tommases, Padua.

PARIS:
International Hydraulics and Compressed Air Exhibition—November-December 1973
† Apply: Salon International des Techniques et Pneumatiques, 20 Rue Carpeaux, 92 Puteaux.

Fancy Goods, Jewellery and Giftwear

1972

PARIS:
French Fancy Jewellery Exhibition—January 1972
* Apply: M. Jullien, 10 Rue Charlot, 75 Paris 3

COPENHAGEN:
Gift Fair—10-13 February 1972
Apply: Erhvervenes Udstillingsselskab Bella-Centret A/S, Hvidkildevej 64, DK-2400 Copenhagen NV.

MILAN:
International Fancy Goods, Stationery and Giftwear Exhibition (Chi-Bi-Car)—February 1972
* Apply: E. A. Fiera Milano, Campionania Internazionale 20145 Milano, Largo Domodossola 1.

PARIS:
The Business Gift Fair—May 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

SUBOTICA, YUGOSLAVIA:
International Goldsmith's and Watchmakers Trade and Equipment Fair—2-11 June 1972
Apply: Director-General: Karlo Segec, Subotícki sajam, Sep Ferenca 3, 24000 Subotica (Tel. 23 375).

PARIS:
French Fancy Jewellery Exhibition—September 1972
* Apply: M. Jullien, 10 Rue Charlot, 75 Paris 3.

1973

PARIS:
French Fancy Jewellery Exhibition—January 1973
* Apply: M. Jullien, 10 Rue Charlot, 75 Paris 3.

MILAN:
International Fancy Goods, Stationery and Giftwear Exhibition (Chi-Bi-Car)—February 1973
* Apply: E. A. Fiera Milano, Campionania Internazionale 20145 Milano, Largo Domodossola 1.

PARIS:
International China, Glassware and Pottery Exhibition (Arts du Feu)—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

PARIS:
The Business Gift Fair—May 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

PARIS:
French Fancy Jewellery Exhibition—September 1973
* Apply: M. Jullien, 10 Rue Charlot, 75 Paris 3.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1971

PARIS:
International Hotel and Catering Equipment Exhibition (Equip' Hotel)—14-25 October 1971
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

BRNO:
4th International Shop and Restaurant Equipment Show and International Symposium, 'Inteco 71'—18-24 October 1971
Apply: Made in (Publicity), 92 Fleet Street, London, E.C.4 (Tel. 01-583 7034).

MONTPELLIER:
International Wine Fair—October 1971
Apply: President du Polygene, Montpellier (Herault).

SARAJEVO—YUGOSLAVIA:
1st International Fair of Plum Brandy, Spirits and Non-Alcoholic Drinks—October 1971
Apply: Director General Ljobo Kojo, Skenderija ulica M, Sokolovica bb 71000, Sarajevo.

DIJON:
International Gastronomy Exhibition—29 October-11 November 1971
* Apply: M. Bourcier, Palais des Expositions, Boulevard de Champagne, Dijon.

MUNICH:
International Exhibition of Gastronomy and Tourism (Igafa)—11-17 November 1971
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GENOA:
Hotel and Tourist Equipment Exhibition (Technotel)—13-23 November 1971
* Apply: E. A. Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genova.

BASLE:
International Exhibition and Congress of Hotel and Catering (Igeho)—17-23 November 1971
Apply: Swiss Industries Fair.

BARCELONA:
Hogarotel—17-28 November 1971
Apply: Salon Monograhco Nacional, Avenida Maria Cristina, Barcelona.

GOTHENBURG:
'Charkuteri 71' (Meat Trade Exhibition)—November 1971
Apply: Scandinexpo AB, Stampgat 38, Gothenburg C.

1972

AMSTERDAM:
International Fair for the Hotel & Restaurant Trade, Institutions, Hospitals and Industrial Canteens (Horecava)—January 1972
* Apply: RAI Gebouw NV, Europaplein 8, Amsterdam.

UTRECHT:
International Food Fair (Roka)—14-18 February 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square London W.1 (Tel. 486 1951)

COLOGNE:
International Sweets and Biscuits Fair (ISM) 22-26 February 1972
Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Toom 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

HAMBURG:
International Trade Exhibition for Gastronomy, Bakeries and Confectioners (Internorga)—16-22 March 1972
Apply: Planten und Blomen, Ausstellungspark der Freien und Hansestadt, Hamburg GmbH & Co., 2000 Hamburg 36 Jungiusetrasse.

KIEV:
Equipment for the Baking, Confectionary and Canning Industries for the Mechanisation of Technological Processes in the Food Industry and Packing Equipment—March-April 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1a Sokolnicheski Val, Moscow.

PRAGUE:
Alima International Exhibition of Modern Alimentary Machinery and Equipment—10-15 April 1972
Apply: Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034.)

STUTTGART:
International Hotel & Restaurant Trade Exhibition. (Intergastra)—13-19 April 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London E.C.4 (Tel. 01-236 0911).

BRNO:
Third International Consumer Goods Fair—28 April-5 May 1972
Apply: Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

PARMA:
International Supermarkets Exhibition—April-May 1972
* Apply: Foire Internationale des Supermarkets, Parce Ducole 43100, Parma.

PARIS:
International Exhibition for Bread (Europain)—May 1972
† Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

VIENNA:
International Food Exhibition (A.I.D.A.)—24 June-2 July 1972.
Apply: Wirtschaftsfoerungsinstitut der Bundeswirtschaftskammer, Hoher Markt, 31011 Wien.

PLZEN, CZECHOSLOVAKIA:
International Participation in 7th Exhibition of Gastronomy and Tourism 'Ex Plzen'—July 1972
Apply: Made in (Publicity), 92 Fleet Street, E.C.4. (Tel. 01-583 7034).

STUTTGART:
International Viniculture Exhibition and 48th German Viniculture Congress (Intervitis)—19-27 August 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London E.C.4 (Tel. 01-236 0911).

LJUBLJANA:
28th International Fair of Alcoholic and Non-Alcoholic Beverages and Equipment for Beverages Manufacturing Industries and Catering—August 26-3 September
Apply: Arpent Corringales, Hatfield Heath. Bishop's Stortford, CE. Hertfordshire (Tel. Hatfield Heath 315).

FRANKFURT:
International Dairy Engineering Exhibition—8-12 September 1972
Apply: Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

BOLOGNA:
International Foodstuffs Exhibition—September 1972
* Apply: Exhibition and Trade Fairs Ltd., 10 Clifford Street, London W.1. (Tel. 01-734 0511).

PARMA:
International Exhibition of Preserved Foods and Packing—September-October 1972
* Apply: Italian Chamber of Commerce, 31 Old Burlington Street, London W.1 (Tel. 01-734 2411).

GOTHENBURG:
Hotel & Restaurant Exhibition (Interrest, '72)—2-6 October 1972
† Apply: Sveriges Hotell Restuarangutstallningarab, Kansli, Box 4034, 20311, Malmo 4.

SARAJEVO, YUGOSLAVIA:
3rd International Plum Brandy, Alcoholic & Non Alcoholic Drinks, Beer & Mineral Waters Fair,—14-23 October 1972
Apply: Director-General: Ljubo Kojo, Skenderiga ulica M Sokolovica bb. 71000. Sarajevo.

MUNICH:
International Exhibition of Food Industry (Ikofa)—19-25 October 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition for the Materials, Techniques, & Wholesale Trade for the Meat Industry (Matic)—October 1972
† Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
International Hotel and Catering Equipment Exhibition (Equip-Hotel)—October 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
International Food Equipment Industries Exhibition (Material)—October 1972
† Apply: M. Bonnave, French Trade Exhibition, 196 Sloane Street, London S.W.1.

MONTPELLIER:
International Wine Fair—October 1972
Apply: President Du Polygene, Montpellier (Herault).

DIJON:
International Gastronomy Exhibition—October 1972
* Apply: M. Bourcier, Palais des Expositions Boulevard de Champagne. Dijon.

COLOGNE:
International Trade Exhibition for Grill and Snack Bar Services (Eurosnack)—12-15 November 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

PARIS:
International Food Exhibition (Sial)—13-18 November 1972
† Apply: Sopexa, 14 Berkeley Street, London W1X 5AD (Tel. 01-629 5353).

PARIS:
International Dairy Equipment Exhibition.—November 1972
† Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:,
International Exhibition For the Malt and Beer Industries—November 1972
† Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
International Bottling Equipment and Allied Industries Exhibition—November 1972
† Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

1973

AMSTERDAM:
International Fair for the Hotel and Restaurant trade, Institutions, Hospitals and Industrial Canteens (Horecava)—January 1973
* Apply: RAI Gebouw NV. Europaplein 8, Amsterdam.

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

DUBLIN:
Irish International Food and Drink Fair—September 1973
Apply: Industrial Trade Fair (Ireland) Ltd., 39 Fitzwilliam Street, Dublin 2.

BOLOGNA:
International Foodstuffs Exhibition—September 1973
* Apply: Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London W.1 (Tel. 01-734 0511).

PARMA:
International Exhibition of Preserved Foods and Packing—September-October 1973
* Apply: Italian Chamber of Commerce. 31 Old Burlington Street, London W.1. (Tel. 01-734 2411).

BUCHAREST:
Second Biennial International Exhibition of Equipment for Agriculture, Food Industry Packaging and Connected Industries—14-23 October 1973
Apply: Director-General, Romanian Chamber of Commerce, International Fair Board. Scinteia Suare. Bucharest.

COLOGNE:
International Exhibition of Fine Foods and Provisions (Anuga)—October 1973
Apply: H. E. Melsom, MBE, Cologne, International Trade Fairs, Room 229 Abbey House, Victoria Street, London S.W.1 (Tel. 01-7992134).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip'Hotel)—October 1973
* Apply: Frnch Trade Exhibitions, 196 Sloane Street, London S.W.1.

MONTPELLIER:
International Wine Fair—October 1973
Apply: President Du Polygene, Montpellier (Herault).

DIJON:
International Gastronomy Exhibition—October 1973
* Apply: M. Bourcier, Palais des Expositions, Boulevard de Champagne, Dijon.

BASLE:
International Hotel and Catering Exhibition (Igeho)—November 1973
† Apply: Exhibition Secretariat of the Swiss Industries Fair, CH-4000, Basle 21 (Tel. 061-32 38 50).

KISHINEV:
Equipment for the production of Wines and Fruit Drinks: Instruments and Equipment for the purification of Sugar Juices and Conveyor-washing Waters; Machinery for the Industrial production of Pectin, Vegetable Juices and Tomato Concentrates, Canning Equipment—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

Footwear

1972

BOLOGNA:
International Shoe and Leather Fair—11-15 March 1972
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1X 2AQ (Tel. 01-734 0511).

COPENHAGEN:
Show Fair, 18-20 March 1972
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej, 64,2400 Kobenhavn NV.

DUSSELDORF:
European Footwear Samples Display (GDS)—April 1972
* Apply: John Buck, (Trade Fair Agencies) Ltd., 44 Newman Street, Llondon W.1 (Tel. 01-636 9325).

COPENHAGEN:
Shoe Fair—23-25 September 1972
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64,2400 Kobenhavn NV.

MILAN:
International Shoe and Leather Show (Micam)—September 1972
* Apply: Micam, Via 1 Nievo, 33-20145, Milan.

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1972
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

FLORENCE:
Shoe and Leather Fair—September 1972
* Apply: Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio Via Valfonda 9, Florence.

1973

DUSSELDORF:
Footwear Samples Display (GDS)—March 1973
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9525).

BOLOGNA:
International Shoe and Leather Fair—March 1973
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1X 2AQ (Tel. 01-734 0511).

PIRMASENS:
International Fair For Footwear Production (IMS)—3-17 April 1973
Apply: Messeleitung der stadt Pirmasens, Dankelsbachstrasse 19, Pirmasens.

MILAN:
International Shoe and Leather Show (Micam)—August/September 1973
* Apply: Micam, Via 1 Nievo 33-20145, Milan.

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1973
Apply: John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

FLORENCE:
Shoe and Leather Fair—September 1973
Apply: Secretary General Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

Furniture, Furnishings, Household Equipment and Hardware

1971

Ninth International Fair of Furniture Fittings and Interior Decoration
BELGRADE: October 22-31 1971
Apply: Director-General, Beogradski Sajam Bulevar, Vojvode, Misica 14, 11001 Beograde, P.P. 408.

LILLE:
Women's and Children's Home Comfort Exhibition—October 1971
* Apply: M. Bouchery, Palais de la Foire, Lillie, Nord 59.

PARIS:
Childhood, Youth and Family Exhibition—28 October-11 November 1971
* Apply: M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris 17e.

BORDEAUX:
Home Comfort Exhibition—31 October-11 November 1971
* Apply 12 Place de la Beurse, Bordeaux.

GENEVA:
Ideal Home Exhibition—October-November 1971
* Apply: Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

UTRECHT:
International Furniture Exhibition—8-13 November 1971
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
Furniture Exhibition—25-29 November 1971
* Apply: Salon International du Meuble Rue de l'Association, 15 B-1000, Brussels.

1972

FRANKFURT:
International Trade Fair for Home Furnishing Textiles—12-16 January 1972
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

COLOGNE:
International Furniture Fair—18-23 January 1972
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

PARIS:
Furniture Exhibition—19-24 January 1972
† Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

PARIS:
Carpet and Floor Covering Exhibition—20-24 January 1972
* Apply: French Trade Exhibitions, 196 Sloane Street London, S.W.1.

PARIS:
International Exhibition of Machinery and Materials for the Furniture Manufacturing Industry (Appromeuble)—January 1972
Apply: Appromeuble, 22 Avenue Franklin-Roosevelt, Paris 8e.

OSLO:
Furniture Exhibition—January 1972
Apply: Mobelprodusentenes, Landsforening, Rosenkrantzgt 7, Oslo 1.

COLOGNE:
International Housewares and Domestic Appliances Fair—6-9 February 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

COLOGNE:
International Hardware Fair—25-29 February 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1.

COPENHAGEN:
Hardware Exhibition (Scanfair)—21-24 March 1972
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S Hvidkildevej 64, 2400 Kobenhavn NV.

TURIN:
Domestic Art Exhibition—March-April 1972
* Apply: Secretaria Generale Corso Massimo d'Azeglio 15, Turin.

AMSTERDAM:
International Household Fair—April-May 1972
* Apply: Geirt v.d., Veenstraat 94, Amsterdam.

MILAN:
Carpet and Furnishing Textiles Fair—May 1972
* Apply: Sig. Franco Battaglini, Via Galeno 27, Milan (Tel. 2579 693).

COPENHAGEN:
Household Goods Exhibition—2-9 May 1972
Apply: Fairs and Promotions Branch DTI, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 248 5757, Ext. 7207).

STOCKHOLM:
Carpet Exhibition (Golvex)—24-27 August 1972
Apply: Mr. R. Asp, Norrlandsgatan 22, 111 43 Stockholm.

PARIS:
International Hardware Exhibition—September 1972
† Apply: Societe Sepaic, 42 Rue du Louvre, Paris 1.

COPENHAGEN:
Flower Show—October 1972
Apply: Udstillingshallen Forum A/S, Julius Thomsens Pladas, 1925 Copenhagen V.

COLOGNE:
International Household Goods and Hardware Fair—September 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

BASLE:
International Hardware Fair (Interferex)—September 1972
† Apply: Interferex A.G., Talstrasse 66, 8001 Zurich.

MILAN:
International Household Goods and Hardware Exhibition (Macef)—September 1972
* Apply: Macef, General Secretariat, via Solferino 25, Milan.

COLOGNE:
International Paint Exhibition (Paint '72)—26-29 October 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs Ltd., Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

DUBLIN:
Irish Hardware and Household Goods Exhibition—October 1972
* Apply: Industrial and Trade Fairs (Ireland) Ltd., 39 Fitzwilliam Street, Dublin 2.

LILLE:
Women's and Children's Home Comfort Exhibition—October 1972
* Apply: M. Bouchery, Palais de la Foire, Lille, Nord 59.

LYON:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Promeuropam)—October 1972
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

BELGRADE:
10th Jubilee International Furniture Equipment Interior Decorating Fair and the 3rd Yugoslav Furniture Fair—27 October-5 November
Apply: Beogradski Sajam, Bulevar Vojvode Misica 14, 11001 Beograd, P.P. 408.

BORDEAUX:
Home Comfort Exhibition—31 October-11 November 1972
* Apply: 12 Place de la Beurse, Bordeaux.

OSLO:
Today's Housekeeping Exhibition (Dagens Husholding)—October-November 1972
*Apply: The Association of Grocery Retailers, Oslo 1.

PARIS:
Childhood, Youth and Family Exhibitions—November 1972
* Apply: M. Mangeret, 11 Rue Anatole-de-la Forge, Paris 17e.

BRUSSELS:
Furniture Exhibition—November 1972
* Apply: Salon International du Meuble, Rue de l'Association, 15 B-1000 Brussels.

COPENHAGEN:
International Exhibition of Carpeting and Textiles (Texpo)—November 1972
Apply: Erhvervenes Udstillingesselskab, Bella-Centret A/S Hvidkildevej 64, 1400 Kobenhavn N.V.

1973

FRANKFURT:
International Trade Fair for Home-Furnishing Textiles—10-14 January
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

PARIS:
Carpet and Floor Covering Exhibition—17-22 January 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

PARIS:
International Furniture Exhibition—January 1973
† Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

OSLO:
Furniture Exhibition—January 1973
* Apply: Mobelprodusentenes, Landsforening Rosenkrantzgt 7, Oslo 1.

HELSINKI:
Home and Leisure Exhibition (Habitare 73)—April 1973
Apply: The Finnish Fair Corporation, 00250 Helsinki 25.

MILAN:
Carpet and Furnishing Textiles Fair—May 1973
* Apply: Via Galeno 27, Milan (Tel. 2579 693, Sig. Franco Battaglini).

COLOGNE:
International Fair of Accessories and Materials used for Woodworking Furniture, Upholstery and Mattresses, for House, Ship and Vehicles Building and for Light Constructional Work (Interzum)—May 1973
Apply: H. E. Melsom, Cologne International Trade Fairs, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

MILAN:
International Household Goods and Hardware Exhibition (Macef)—September 1973
* Apply: Macef General Secretariat, Via Solferino 25, Milan.

LYONS:
International Hardware Fair—September 1973
† Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, W.1.

LILLE:
Women's and Children's Home Comfort Exhibition—October 1973
* Apply: M. Bouchery, Palais de la Foire, Lille, Nord 59.

OSLO:
Today's Housekeeping Exhibition (Dagens Husholding)—October 1973
† Apply: The Association of Grocery Retailers, Oslo 1.

DUBLIN:
Irish Hardware and Household Goods Exhibition—October 1973
* Apply: Industrial and Trade Fairs (Ireland) Ltd., 39 Fitzwilliam Street, Dublin 2.

LYON:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Promeuropam)—October 1973
* Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1.

BORDEAUX:
Home Comfort Exhibition—October-November 1973
* Apply: 12 Place de la Beurse, Bordeaux.

UTRECHT:
International Furniture Exhibition—November 1973
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Childhood, Youth and Family Exhibitions—November 1973
* Apply: M. Mangeret, 11 Rue Anatole de la Forge, Paris 17e.

Handicrafts

1971

PARIS:
Do-It-Yourself Exhibition—4-15 November 1971
* Apply: Salon du Bricolage, 42 Rue du Louvre, Paris 1er.

TOULOUSE:
Do-It-Yourself Exhibition—27 November-5 December 1971
* Apply: M. Devos, Parc des Expositions, Toulouse.

1972

PARIS:
Exhibition of Artistic Workshops—January 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

PARIS:
International Domestic Arts Exhibition (Arts Menagers)—March 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

MARSEILLES:
Do-It-Yourself Exhibition—March 1972
* Apply: Salon du Bricolage, 42 Rue de Louvre, Paris 1e.

MUNICH:
International Light Industries and Handicrafts Fair—8-16 April 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Exhibition—April-May 1972
* Apply: Mostra Mercalo Nazionale dell Artigianto, Piazzo Della Liberta 1, Florence.

LYONS:
Do-It-Yourself Exhibition—May 1972
* Apply: M. le President, Palais des Congres, Quai a Lignon, Lyon.

HERNING:
Handicrafts and Industrial Fair—3-11 September 1972
Apply: Secretariat, A/S Herning-Hallen, Herning 7400.

SUBOTICA—YUGOSLAVIA:
International Crafts and Folk Handicrafts Fair—6-15 October 1972
Apply: Director-General: Karlo Segec, Suboticki sajam, Sep Ferenca 3, 24000 Subotica (Tel. 23 375).

KRANZ—YUGOSLAVIA:
5th International Crafts Fair—7-16 October 1972
Apply: Director: Alojz Okorn, Gorenjski sejam Cesta Staneta Zagarja st 27 64001 Kranj, P.P. 129 (Tel. 21 580).

TOULOUSE:
Domestic Arts Exhibition—October 1972
* Apply: Commissaire Generale, 4 Rue Touset, Algues, Toulouse.

PARIS:
Do-It-Yourself Exhibition—November 1972
* Apply: Salon Du Bricolage, 42 Rue du Louvre, Paris 1er.

TOULOUSE:
Do-It-Yourself Exhibition—November-December 1972
* Apply: M. Devos, Parc des Expositions, Toulouse.

1973

PARIS:
Exhibition of Artistic Workshops—January 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

MARSEILLES:
Do-It-Yourself Exhibition—March 1973
Apply: Salon du Bricolage, 42 Rue de Louvre, Paris 1e.

PARIS:
International Domestic Arts Exhibition (Arts Menagers)—March 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

MUNICH:
International Light Industries and Handicrafts Fair—7-15 April 1973
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LYONS:
Do-It-Yourself Exhibition—May 1973
* Apply: M. L. President, Palais des Congres, Quai a Lignon, Lyon.

TOULOUSE:
Domestic Arts Exhibition—October 1973
Apply: Commissaire General, 4 Rue Touset, Algues, Toulouse.

PARIS:
Do-Iti-Yourself Exhibition—November 1973
* Apply: Salon du Bricolage, 42 Rue du Louvre, Paris 1er.

TOULOUSE:
Do-It-Yourself Exhibition—November-December 1973
* Apply: M. Devos, Parc des Expositions, Toulouse.

Heating and Ventilating

1971

PRAGUE:
4th International Exhibition and Heating and Air Conditioning Technology—11-18 November 1971
tioning Technology (Pragotherm '71)—11-18 November 1971
Apply: Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 583 7034).

1972

MILAN:
Thirteenth Exhibition and Congress for Heating, Ventilation, Refrigeration and Sanitary Engineering (Mostra Convegno)—1-7 March 1972
* Apply: Mostra Convegno, Via Fratelli Pressan 2, 20126, Milano.

ZURICH:
Heating, Air Conditioning, Insulation and Sanitary Equipment Exhibition (Hilsa)—11-25 March 1972
Apply: Mr. M. Kunz, Zuspa, Thurgauerstrasse 7, 8050 Zurich.

STUTTGART:
International Trade Fair for Heating and Air Conditioning (Intherm)—22-26 March 1972
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STOCKHOLM:
International Heating, Ventilating and Plumbing Trade Fair (VVS 72)—13-18 April 1972
Apply: Marketing Exhibitions Ltd., Milton House, 25 Oakhill Road, London, S.W.15 (Tel. 01-874 2374).

HELSINKI:
Heating, Plumbing and Air Conditioning Fair—4-8 May 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, W.1 (Tel. 01-486 1951).

BRUSSELS:
European Heating, Ventilating and Air Conditioning Exhibition (Euroclima)—24-28 May 1972
† Apply: Foire Internationale de Bruxelles, Palais du Centenaire, Bruxelles 2.

PRAGUE:
5th International Exhibition of Heating and Air Conditioning Technology (Pragotherm)—November 1972
Apply: Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

1973

UTRECHT:
Heating, Refrigeration and Air Conditioning Exhibition—February 1973
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 486 1951).

STUTTGART:
International Trade Fair for Heating and Air Conditioning (Intherm)—7-19 March 1973
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MILAN:
14th Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno)—March 1973
* Apply: Mostra Convegno, Via Fratelli Pressan 2, 20126 Milan.

FRANKFURT:
International Exhibition for Heating and Plumbing Equipment—28 March-1 April 1973
† Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

LYONS:
Expotherm—May 1973
Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, W.1.

PARIS:
International Heating, Refrigeration and Air Conditioning Exhibition (Interclima)—2-8 June 1972
Apply: Interclima, 72 rue Copernic, Paris 16e.

BAKU:
Modern Equipment for Oil Processing Installations—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

Horticulture and Horticultural Equipment

1972

SARAJEVO—YUGOSLAVIA:
2nd International Fair 'Flowers, Women and Beauty'—28 February-8 March 1972
Apply: Director-General: Ljubo, Kojo, Skenderija Ulica M Sokolovica bb 71000, Sarajevo (Tel. 33 222).

BRUSSELS:
International Garden Show—February-March 1972
Apply: 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels 1.

OLOMOUC—CZECHOSLOVAKIA:
International Flower Show 'Flora' 1st Part—28 April-9 May 1972
Apply: Made in (Publicity), 92 Fleet Street, London, E.C.4 (Tel. 583 7034).

VALENCIENNES:
Flower Show (Floralies)—May 1972
* Apply: Commissaire Generale des Floralies, Valenciennes (Nord).

LJUBLJANA:
Fair of Gardening 'Hortikultura'72'—20-24 September 1972
Apply: Arpent Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

UTRECHT:
Garden and Parks Exhibition—3-7 October 1972
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 486 1951).

OLOMOUC: CZECHOSLOVAKIA:
International Flower Show 'Flora' 2nd Part—8-17 October 1972
Apply: Made in (Publicity), 92 Fleet Street, London, E.C.4 (Tel. 583 7034).

1973

HAMBURG:
International Garden Exhibition—April-October 1973
Apply: Planten un Blomen, 2 Hamburg 36, Am Dammtor.

VALENCIENNES:
Flower Show (Floralies)—May 1973
* Apply: Commissaire Generales des Floralies, Valenciennes (Nord).

Hospital and Medical Equipment

1971

BRUSSELS:
International Exhibition of Medical and Hospital Equipment—21-28 October 1971
† Apply: Robert Brandon, Exhibitions and Trade Fairs, International Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

HELSINKI:
Physicians Days Exhibition—14-19 November 1971
* Apply: Dr. E. Klinge, Finnish Doctors Association, Helsinki.

MOSCOW:
Instruments and Equipment used in Molecular Virology 'Virosologia'—24 November-24 December 1971
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

1972

COPENHAGEN:
Scandinavian Dental Fair (Scandefa)—3-5 January 1972
Apply: Erhvervenes Udstillingsselskab Bella-Centret A/S Hvidkildevej 64 2400 Kobenhavn NV.

COPENHAGEN:
Hospital Fair—April 1972
Apply: Udstillingshallen Forum, A/S, Julius Thomsens Plads, 1925 Copenhagen V.

BUDAPEST:
European Ophthalmological Congress—17-21 April 1972
Apply: Hungarian Foreign Trade Office for Fairs and Publicity, Budapest xiv, Varosliget.

MUNICH:
International Exhibition and Congress on Diagnostics (Diagnostica)—4-9 May 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
Surgical Exhibition and Congress (Chirurgie)—10-13 May 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
Radiology Exhibition and German Radiographers Congress—10-14 May 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
Medical Techniques Exhibition and Conference—14-17 May 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MALMO:
International Hospital Exhibition (Isima '72)—30 May-2 June 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Optical Goods and Materials—2-6 June 1972
Apply: SGIOP, Monsieur Bre, 15 Rue Beaujon 75, Paris 8e (Tel. 924 88 56).

COPENHAGEN:
International Clinical/Chemical Congress and Exhibition—19-23 June 1972
Apply: Erhvervenes Udstillingsselskab Bella-Centret A/S, Hvidkildevej 64, 2400 Kobenhavn NV.

PARIS:
Dental Equipment Exhibition—June 1972
Apply: M. Charon, 22 Avenue de Villiers, Paris 17e.

AMSTERDAM:
International Exhibition of Biochemical Laboratory Equipment (Febs-Biochem)—21-25 August 1972
Apply: RAI Gebouw N.V. Europaplein 8, Amsterdam (Tel. 73 06 41).

PRAGUE:
International Exhibition of Sanitary Engineering and Medicaments (Mediexpo '72)—August 1972
Apply: Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

ZURICH:
International Trade Fair for Hospital and Medical Equipment (Ifas)—18-22 October 1972
Apply: Arbeitsgemeinschaft fur Fachmessen, Sekretariat Hofackerstrasse 368032, Zurich.

VIENNA:
International Trade Exhibition of Medical and Hospital Equipment (Ifas)—October 1972
Apply: Sekretariat Arbeitsgemeinschaft fur Fachausstellungen, Loquaiplatz 13, Vienna 6.

HELSINKI:
Physicians' Days—November 1972
* Apply: Dr. E. Klinge, Finnish Doctors' Association, Helsinki.

1973

BASLE:
International Fair for Medical Electronics and Bio Engineering (Medex)—6-10 March 1973
† Apply: Medex, P.O. Box 21, CH 4000 Basle 21.

HANOVER:
Exhibition for Hospital Equipment and Supplies (Interhospital)—22-25 May 1973
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

ZAGREB:
VIIth Medicine and Medical Aids—4-10 June 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square London, W.1 (Tel. 01-486 1951).

OYONNAX:
International Exhibition of Optical Materials—June 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1.

BRUSSELS:
International Exhibition of Medical and Hospital Equipment—October 1973
† Apply: Robert Brandon, Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

Laundry and Allied Services

1972

FRANKFURT:
International Laundry and Dry Cleaning Exhibition (5th IWC)—4-11 June 1972
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

BRNO:
International Exhibition of Cleaning Equipment and Machinery (Laundry, Cleaning, Dry Cleaning, etc.)—26-30 June 1972
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 935 8235).

Leather, Leather Goods and Fur

1971

PARIS:
International Leather Week—10-15 September 1971
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

1972

PARIS:
Fancy Leather Goods and Travel Articles Fair—9-14 January 1972
* Apply: M. Thomas, Salon de la Moroquinerie et Articles de Voyage, 6 Rue Beranger, Paris 3e.

OFFENBACH:
International Leather Goods Fair—4-9 March 1972
* Apply: Offenbacher Masse GmbH., 605 Offenbach-am-Main, 1 Kaisterstrasse 108-112.

PARIS:
International Fur Trade Exhibition—14-18 April 1972
* Apply: M. Bonnave French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

FRANKFURT:
International Fur Fair—April 1972
Apply: Frankfurter Rauchwaren-Messe GmbH., 6 Frankfurt-am-Main, Bettinaplatz 1.

COPENHAGEN:
Exhibition of Manufactured Leather (Scan-Laeder)—June 1972
† Apply: Udstillingshallen Forum A/S, Julius Thonsens Plads, Copenhagen V.

OFFENBACH:
International Leather Goods Fair—August 1972
* Apply: Offenbacher Messe GmbH., 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PARIS:
International Leather Week—September 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

1973

PARIS:
Fancy Leather Goods and Travel Articles Fair—January 1973
* Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, Paris 3e.

OFFENBACH:
International Leather Goods Fair—February 1973
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

FRANKFURT:
International Fur Fair—April 1973
Apply: Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Beltinaplatz 1.

PARIS:
International Fur Trade Exhibition—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

OFFENBACH:
International Leather Goods Fair—August 1973
Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main, Kaiserstrasse 108-112.

PARIS:
International Leather Week—September 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

Motor Vehicles, Motor Cycles and Cycles

1971

TURIN:
International Motor Show—3-14 November 1971
Apply: Comitato Organizzatore, Salone Internazionale dell Automobile, Gorso Galileo Ferraris 61, Turin.

MILAN:
International Cycle and Motorcycle Exhibition—20-28 November 1971
† Apply: National Association of Cycle, Motorcycle and Accessories MFCS, Via mauro Macchi 32, Milan.

1972

BRUSSELS:
International Motor Show—January 1972
*Apply: Salon de l'Automobile, 22 rue du Luxembourg 10-1040, Brussels.

STUTTGART:
Motor-Sport-Leisure Exhibition—29 January-6 February 1972
† Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GENEVA:
International Commercial Vehicle Show—29 January-6 February 1972
Apply: Secretariat Permanent Case Postale 1211, 1200 Geneva.

COPENHAGEN:
Sports and Racing Car Show—February 1972
* Apply: Erhervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen NV.

MALMO:
Motor Show—12-20 February 1972
* Apply: Sydexpo AB, Vastanvag 7, 216 13 Malmo.

COPENHAGEN:
International Motor Show: 25 February-5 March 1972
† Apply: Danish Association of Automobile Manufacturers and Importers, Ameliagade 22, Copenhagen K.

GENEVA:
International Motor Show—9-19 March 1972
* Apply: Secretariat Permanent Case Postale 1211, 1200 Geneva.

BELGRADE:
International Fair of Engines and Motor Works—14-23 April 1972
Apply: Beogradski Sajam Bul, Vojvode Misica 14, 11001 Beograd, P.P. 408.

BARCELONA:
International Motor Show: 22 April-2 May 1972
Apply: Salon Internacional del Automovil, Recinto Ferial de Montjuich, Palacio No. 1 (Plaza de Espana), Barcelona 4.

ESSEN:
7th International Trade Show of Tyre Trade, Vulcanisation, and Tyre Retreading—10-14 May 1972
Apply; Gemeinnutzige Ausstellungpgesellschaft m.b.H. 4300 Essen, Norbertstrasse 56.

NICE:
International Exhibition of Racing Cars and Motor Accessories—May 1972
* Apply: International Exhibitions Ltd., 11 Argyll Street, London, W1V 2LJ.

FRANKFURT:
International Motor Show—13-23 September 1972
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

COLOGNE:
International Cycle and Motor Cycle Exhibition (Ifma)—September 1972
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

PARIS:
International Motor, Cycle and Motorcycle Exhibition—October 1972
† Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

TURIN:
International Motor Show—1-12 November 1972
Apply: Comitato Organizatore Salone, Internazionale dell Automobile Corso Ferraris 61, Turin.

VIENNA:
Jochen Rindt Show (JRS '71)—12-21 November 1972
Apply: Ausstellungsburo, Oamtc-Sportabteilung 1150 Wien Schanzstrasse 44 (Tel. 92 76 51).

ESSEN:
5th International Sporting and Racing Car Show—December 1972
Apply: Gemeinnutzige Ausstellunepgesellschaft m.b.H. 4300 Essen, Norbertstrasse 56.

1973

BRUSSELS:
International Motor Show—January 1973
* Apply: Salon de l'Automobile, 22 rue du Luxembourg 10-1040, Brussels.

STUTTGART:
Motor-Sport-Leisure Exhibition—29 January-6 February 1973
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

COPENHAGEN:
Sports and Racing Car Exhibition—February 1973
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen NV.

ZURICH:
International Cycle and Motor Cycle Exhibition—February 1973
Apply: Zuspa, Internationale Fachmessen und Spezial-Ausstellungen. Thurgauerstrasse 7, 8050 Zurich.

AMSTERDAM:
International Cycle and Motor Cycle Exhibition—24 February-4 March 1973
Apply: RAI Gebouw NV, 8 Europaplein, Amsterdam.

MALMO:
Motor Show—February/March 1973
Apply: Sydexpo AB, Vastanvag 7, 216 13 Malmo.

TURIN:
International Commercial Vehicle Exhibition—March 1973
Apply: Comitato Organizzatore Salone Int. dell Automobile Corso Galileo Ferraris, Turin 10128.

GENEVA:
International Motor Show—March 1973
* Apply: Secretariat Permanent, Case Postale 1211, 1200 Geneva.

BELGRADE:
International Fair of Engines and Motor Vehicles—April 1973
Apply: Beogradski Sejam Bul. Vozvode Misica, 11001 Beograd 14, P.P. 408.

NICE:
International Exhibition of Racing Cars and Motor Accessories—May 1973
* Apply: International Exhibitions Ltd., 11 Argyll Street, London, W1V 2LJ.

MOSCOW:
Organisation of Technical Service and Repair of Cars and Equipment for These Purposes—May-June 1973
Apply: The USSR Chamber of Commerce, Djo uɐuɔɹuɐdɐ International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

PARIS:
International Motor Exhibition—October 1973
† Apply: M. Le President, 3 Avenue du President Wilson, Paris 16e.

MILAN:
International Cycle and Motor Cycle Exhibition—November 1973
† Apply: National Association of Cycle, Motor Cycle and Accessories Manufacturers, Via Mauro Macchi 32, Milan.

Music and Musical Instruments

1971

CANNES:
International Record and Music Publishing Market (Midem)—15-21 January 1972
* Apply: R. Watkins, 25 Berkeley House, Hay Hill, London, W1X 8JB.

1973

CANNES:
International Record and Music Publishing Market (Midem)—January 1973
* Apply: Roger Watkins, 26 Fairlawn Avenue, Bexley Heath, Kent (Tel. 303 8138); 25 Berkeley House, Hay Hill, London, W1X 8JB.

Office Machinery and Equipment

1971

STOCKHOLM:
Data Processing and Equipment Fair (Data '71)—20-27 October 1971
Apply: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, S.W.15 (Tel. 01-788 1186).

COLOGNE:
Exhibition for Organisation and Technique in Office and Works (Orgatechnik)—24-28 October 1971
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

ZAGREB:
International Exhibition of Office Equipment and Machinery (Interbiro)—25-30 October 1971
Apply: Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MILAN:
International Office Machinery and Equipment Exhibition (Smau)—26-31 October 1971
* Apply: Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio Piazza Belgioloso 1, Milan.

MUNICH:
International Congress and Exhibition for Computer Systems and their Applications (Systems '71)—30 November-3 December 1971
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1972

VIENNA:
International Office Organisation Exhibition (Ifabo)—9-12 April 1972
* Apply: Arbeitsgemeinschaft Buroorganisation (working Committee for Office Organisation), Karl Schwaighofgasse 14, 1070 Vienna.

COPENHAGEN:
Office Machinery Exhibition (K72)—1-8 September 1972
Apply: UFESAS, Vestagervej 5, 2100 Kobenhavn.

BERGEN:
Office Equipment Exhibition—10-14 September 1972
Apply: Kontor Teknisk, Forening 1 Bergen, Bergen.

DUBLIN:
Commercial Productivity Exhibition—12-16 September 1972
Apply: ETA (Congresses and Expositions), 74 Northumberland Road, Ballsbridge, Dublin 4, Ireland.

MILAN:
International Office Machinery and Equipment Exhibition (Smau)—September 1972
* Apply: Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS:
International Business Machines and Office Equipment Exhibition (Sicob)—21-30 September 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

STUTTGART:
Office Equipment Fair (Das Moderne Buro)—30 September-4 October 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

AMSTERDAM:
International Office Machinery and Equipment Exhibition—17-25 October 1972
Apply: RAI Gebouw NV Ferd. Bolstraat 155, Amsterdam.

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—24-28 October 1972
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1973

HELSINKI:
Exhibition of Business Machines and Equipment—1973
Apply: The Finnish Fair Corporation, 00250, Helsinki 25.

VIENNA:
International Office Organisation Exhibition—February 1973
* Apply: Arbeitsgemeinschaft Buroorganisation, Karl Schwaighofgasse 14, 1070 Vienna.

MILAN:
International Office Machinery and Equipment Exhibition (Smau)—September 1973
* Apply: Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS:
International Business Machines and Office Equipment Exhibition (Sicob)—September-October 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

STOCKHOLM:
Office/Data —'73 Exhibition—4-11 October 1973
Apply: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, S.W.15 (Tel. 788 1186).

BRNO:
International Computer and Data Processing Show (Incomex) —1973
Apply: Fairs and Exhibitions Ltd., 21 Park Square, Regents Park, N.W.1 (Tel. 01-935 8200).

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—October 1973
Apply: Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Packaging Machinery and Materials

1971

BELGRADE:
International Exhibition of Packaging and Packing Equipment (Savropak)—15-20 November 1971
Apply: General Director Beogradski Sajam Bulevar, Vojvode, Misica 14, 11001 Beograd, P.P. 408.

1972

UTRECHT:
World Packaging Exhibition (Macropack)—15-22 March 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LJUBLJANA:
International Fair of Equipment for Trade and Catering, Packaging Materials and Equipment, Transport and Warehouse Equipment (Jutro —72)—25 March-1 April 1972
Apply: Arpent Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

KIEV
Equipment for the Baking, Confectionery and Canning Industries, for the Mechanisation of Technical Processes in the Food Industry and Packaging Equipment—March-April 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

LENINGRAD:
Modern Methods and Equipment for Container Transport (Konteinerisatsia '72)—May 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BASLE:
International Packaging Exhibition (Swisspack)—6-10 June 1972
Apply: Messesekretariat, CH-4000 Basel 21/Schweiz (Tel. 061 32 38 50).

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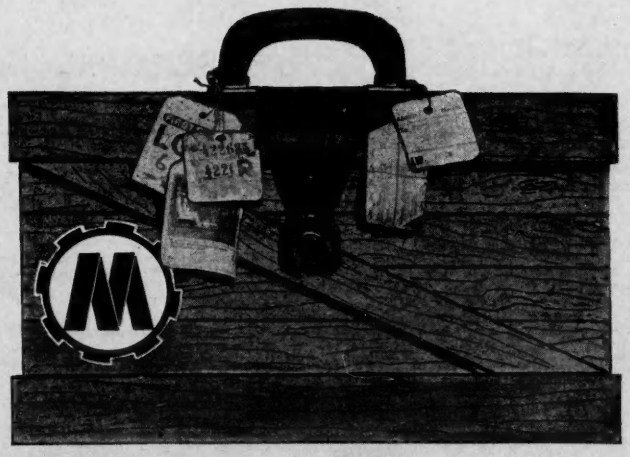

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Either of these people can take both your shipping and travel inquiries.

BARCELONA:
Printing Packing and Canning Machinery Fair (Graphispack)—16-25 June 1972
Apply: Graphispack, Avenida Maria Cristina S/N Feria de Meustras, Barcelona 4.

PARIS:
International Packaging Exhibition—13-18 November 1972
† Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

COPENHAGEN:
International Packing and Packing Machinery Exhibition (Nordspack)—13-18 November 1972
Apply: Ufesas, Vestagervej 5, 2100 Kobenhavn.

1973

DUSSELDORF:
International Trade Fair of Packaging Machines, Packaging Materials, Confectionery Machinery (interPack)—10-16 May 1973
Apply: John Buck Trade Fair Agencies Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

BRNO:
International Packaging Exhibition. 'Embax'—June 1973.
Apply: Fairs and Exhibitions Ltd, 21 Park Square, Regents Park, London, N.W.1 (Tel. 01-935 8200).

MILAN:
International Exhibition of Packing and Packaging, Mechanical Handling and Food Processing Industrial Machinery (Ipack-Ima)—1973
† Apply: Ipack-Ima, 62 Via Cowlo Ravizza, Milan.

BUCHAREST:
Second Biennial International Exhibition of Equipment for Agricultural Food Industry Packaging and Connected Industries—14-23 October 1973.
Apply: Director-General, Romanian Chamber of Commerce, International Fair Board, Scinteia Square, Bucharest.

Photographic Equipment

1971

BELGRADE:
Third International Photograph and Cine Exhibition—22-31 October 1971
Apply: General Director, Beogradski Sajam Bulevar, Vojvode, Misica 14, 11001 Beograd. P.P. 408.

PARIS:
International Photo, Cinema and Optic Exhibition—6-14 November 1971
† Apply: M. Siffre, 5 Bis, Rue Jacquemont Paris XVII E (Tel. 627-74 29).

1972

COLOGNE:
International Photo and Cine Exhibition (Photokina)—23 September-1 October 1972
Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

BRNO:
Filmforum—7-19 November 1972
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London N.W.1 (Tel. 01-435 8235).

1973

PARIS:
International Photo, Cinema and Optic Exhibition—November 1973
† Apply: M. Siffre, 5 Bis, Rue Jacquemont, Paris XVII E (Tel. 627-74 29).

Pottery and Glass

1972

PARIS:
International China, Glassware and Pottery Exhibition (Arts Du Feu)—9-14 April 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

1973

PARIS:
International China, Glasswear and Pottery Exhibition (Arts Du Feu)—April 1973
* Apply: French Trade Exhibitions. 196 Sloane Street, London S.W.1.

Printing, Stationery and Printing Machinery

1972

PRAGUE, CZECHOSLAVAKIA:
Reproduction (Printing) Equipment Exhibition 'Repro '72'—23 February-2 March 1972
Apply: Made in (Publicity), 92 Fleet Street, London E.C.4 (Tel: 01-583 7034).

DUSSELDORF:
International Paper and Printing Exhibition (Drupa)—28 May-8 June 1972
* Apply: John Buck, (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1 (Tel. 01-636 9325).

PARIS:
International Paper, Printing and Allied Trades Equipment Exhibition—June 1972
† Apply: Commissariat General, Salon Des Techniques Papetiereset Graphiques, 40 Rue Du Colisee, Paris 8 eme.

Scientific Instruments and Nuclear Equipment

1971

PARIS:
Physical Society Exhibition—8-14 December 1971
† Apply: Comite D' Exposition, 33 Rue Croulebarbe, Paris 13 e.

PARIS:
Laboratory Exhibiton—8-14 December 1971
† Apply: British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London E.C.4.

1972

MINSK:
Spectroscopic research instruments 'Spectr '72'—June 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Scientific Instruments and Equipment for the Recording of Short Term processes 'Interimpuls '72'—15-17 September 1972
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

LJUBLJANA:
19th International Exhibition of Modern Electronics—10-14 October 1972
Apply: Arpent. Corringales. Hatfield Heath. Bishop's Stortford, Hertfordshire. (Tel. Hatfield Heath 315).

BUCHAREST:
2nd International Fair with Equipment for Mining and Metallurgical Industry Electrical and Electronic Industries Machine Tools Etc;—15-24 October 1972.
Apply: Director-General, Romanian Chamber of Commerce, International Fair Board, Scinteia Square. Bucharest.

BASLE:
International Nuclear Industries Fair (Nuclex)—16-21 October 1972
Apply: Secretary, Nuclex, P.O. Box 21, Ch 4000, Basle 21.

GENEVA:
British Components Exhibition at Cern (Comite European de Recherche Nucleaire)—Autumn 1972
Apply: Cern. 1211 Geneva 23, Switzerland. (Tel. (022) 41-98 11).

MOSCOW:
Scientific Instruments and Equipment used in Optical Mechanics 'Optica '72'—November-December 1972.
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

1973

PARIS:
Physical Society Exhibition—December 1973
† Apply: Comite D'Exposition, 33 Rue Croulebarbe, Paris 13e.

PARIS:
Laboratory Exhibition—December 1973
† Apply: British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London E.C.4.

Ships and Boats

1971

HAMBURG:
2nd European Marine Trade Exhibition with Congress (Emtec)—20-23 October 1971
Apply: Exhibitions and Trade Fairs (International) Ltd., 10 Clifford Street, London W.1 (Tel. 01-7340511)

HAMBURG:
International Boat Show—31 October-7 November 1971
Apply: Exhibitions and Trade Fairs (International) Ltd., 10 Clifford Street London W.1 (Tel. 01-7340411).

AMSTERDAM:
International Shipbuilding, Marine Engine, and Port Equipment Exhibition (Europort)—9-13 November 1971
* Apply: Europort Exhibition Ltd., 20 Pall Mall, London S.W.1 (Tel. 839-6261). Contact: Hugh Stanton.

GOTHENBURG:
Maritime 71—24-29 November, 1971
Apply: Svenska Mässan 412 51 Goteborg.

1972

PARIS:
International Pleasure Boat Exhibition—January 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

MALMO:
International Boat Show—January 1972
* Apply: AB Malmo Batutstallningen, C/o Kungsmassan, Fack, S-434 00 Kungsbacka.

GENOA:
International Boat, Camping and Caravan Exhibition—29 January-7 February 1972
* Apply: E. A. Fiera Internazionale di Genoa, Piazzale, J. F. Kennedy, 16129, Genoa.

COPENHAGEN:
International Scandinavian Boat Show—5-13 February 1972
* Apply: A/S Skandinavisk, Budueistilling, Forum, Copenhagen.

HELSINKI:
International Boat Show—11-20 February 1972
Apply: The Finnish Fair Corporation 00250 Helsinki 25.

GOTHENBURG:
International Boat Show: February 1972
* Apply: AB Svenska Batutstallningen, Scheelegatan, Goteborg 0. (Box 29010 Goteborg 29).

STOCKHOLM:
International Boat Show—1-12 March 1972
* Apply: St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

OSLO:
Norwegian Boat Exhibition (Sea for all)—10-19 March 1972
* Apply: H. R. Aovokat Gerhard Wiese, Stortingscaten 12, Oslo 1.

AMSTERDAM:
International Boat and Camping Exhibition (Hiswa)—10-19 March 1972
* Apply: RAI Gebouw NV 8, Europaplein, Amsterdam.

VICHY:
Caravaning Camping, Boating and Open Air Exhibition—March 1972
Apply: M. Seror, Passage Clemenceau, Vichy (Allier, 03).

ATHENS:
International Shipping Exhibition. (Posidonia)—5-11 June 1972
Apply: Maritime Presentations Ltd., London.

ROUEN:
International Exhibition For Export-Services Port and Marine Equipment (Eurexport)—June 1972
Apply: C.O.M.E.T., 48 Quai de Paris, 76 Rouen.

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (Interboot)—30 September-8 October 1972
* Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London WIX ZAQ (Tel. 01-734 0511).

HAMBURG:
3rd European Marine Trade Exhibition and Congress (Emtec)—October 1972
Apply: Exhibitions and Trade Fairs (International) Ltd., 10 Clifford Street, London W.1 (Tel. 01-374 0511).

HAMBURG:
International Boat Show—October 29-November 5 1972,
Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London W.1 (Tel. 01-7340511).

ZAGREB:
International Nautical Exhibition—14-18 November 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—14-18 November 1972
* Apply: Europort Exhibition Ltd; Hugh Stanton, 20 Pall Mall, London S.W.1 (Tel 839-6261).

1973

PARIS:
International Pleasure Boat Exhibition—January 1973
* Apply: French Trade Exhibitions 196 Sloane Street, London S.W.1.

GENOA:
International Boat Camping and Caravan Exhibition—February 1973
* Apply: E. A. Fiera Internazionale di Genoa, Piazzale, J. F. Kennedy, 16129, Genoa.

OSLO:
Norwegian Boat Exhibition—March 1973
* Apply: H. R. Aovokat Gerhard Wiese, Stortingscaten 12, Oslo 1.

HELSINKI:
International Boat Show,—March 1973
Apply: The Finnish Fair Corporation, 00250 Helsinki 25.

AMSTERDAM:
International Boat and Camping Exhibition (Hiswa)—March 1973
* Apply: RAI Gebouw NV 8, Europaplien, Amsterdam.

STOCKHOLM:
International Boat Show—March 1973
Apply: St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (Interboot)—29 September-7 October, 1973
* Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London WIX 2AQ (Tel. 01-734 0511).

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—November 1973
* Apply: Europort Exhibitions Ltd., 20 Pall Mall, London S.W.1 (Tel. 01-839 6261). Contact Mr. Hugh Stanton.

Sports Goods and Camping Equipment including Caravans

1971

PARIS:
International Caravan Exhibition—16-24 October 1971
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

1972

PARIS:
International Caravan Exhibition—February-March 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

MUNICH:
International Sports Equipment Fair (Ispo '72)—9-12 March 1972
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

NANCY:
Camping and Joys of Life Exhibition—March 1972
* Apply: M. Deiber Parc des Expositions, Nancy.

GRENOBLE:
International Winter Sports Exhibition—March 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

CAEN:
Open Air Exhibition—March 1972
* Apply: M. Le President, Parc des Expositions, Caen (Calvados 14).

ROUEN:
Exhibition of Open Air and Leisure—25 March -3 April 1972
* Apply: C.O.M.E.T. Quai de Paris 76, Rouen.

SARAJEVO, YUGOSLAVIA:
3rd International Tourism and Sports Fair—12-21 May 1972
Apply: Director-General: Ljubo Kojo, Skenderija ulica M Sokolovica bb 71000, Sarajevo (Tel. 33-222).

NOVI-SAD:
3rd International Hunting, Fishing and Sports Equipment Fair—10-18 June 1972
Apply: Arpent Corringales. Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel Hatfield Heath 315).

PARIS:
International Caravan Exhibition—October 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
Summer Sports and Leisure Exhibition—October 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

ESSEN:
International Caravan Exhibition—October 1972
Apply: Gemeinnutzige Ausstellunepgesellschaft m.b.h 4300 Essen, Norbertstrasse 56.

COLOGNE:
International Trade Fair of Sports Goods Camping Equipment and Garden Furniture (Spoga)—October 1972
Apply: H. E. Melsom MBE, Cologne International Trade Fairs Room 229 Abbey House, Victoria Street, London S.W.1 (Tel 01-799 2134).

ZAGREB:
International Fair of Sports and Recreation Equipment—14-18 November 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel .01-486 1951).

1973

STUTTGART:
Exhibition for Camping, Caravan and Tourism—27 January-4 February 1973
Apply: CES (Overseas) Ltd Bridge House 181 Queen Victoria Street London FC4 Tel. 01 236 0911.

PARIS:
International Caravan Exhibition—February-March 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

MUNICH:
International Exhibition of Sports Equipment (ISPO 73)—15-18 March 1973
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951),

ROUEN:
Exhibition of Open Air and Leisure—March 1973
* Apply: C.O.M.E.T. Quai de Paris, 76 Rouen.

VICHY:
Caravan, Camping, Boating and Open Air Exhibition—March 1973
Apply: M. Seror, Passage Clemenceau, Vichy (Allier, 03).

NANCY:
Camping and Joys of Life Exhibition—March 1973
* Apply: M. Deiber, Parc des Expositions, Nancy.

GRENOBLE:
International Winter Sports Exhibition—March 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

CAEN:
Open Air Exhibition—March 1973
* Apply: M. Le President, Parc des Expositions Caen (Calvados 14).

COLOGNE:
International Exhibition of Sports Facilities and Bath Installation with International Congress —May 1973
* Apply: H. E. Melsom MBE, Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—October 1973
Apply: H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1 (Tel. 01-799 2134).

PARIS:
Summer Sports and Leisure Exhibition—October 1973
* Apply: French Trade Exhibitions 196, Sloane Street, London S.W.1.

PARIS:
International Caravan Exhibition—October 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

Textiles and Textile Machinery

1971

MILAN:
International Market for Clothing Textiles (Mitam)—6-9 November 1971
Apply: Mitam Galleria San Babila H/D Milan.

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—23-26 November 1971
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

1972

FRANKFURT:
International Trade Fair for Home Furnishing Textiles—12-16 January 1972
* Apply LEP Transport, Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

PARIS:
Exhibition of Lace, Embroidery and Fabrics for Corsetry—Lingerie—February 1972
* Apply: M. Bonnave, French Trade Exhibitions, 196 Sloane Street, London S.W.1.

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—15-18 May 1972
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

LESKOVACK, YUGOSLAVIA:
20th International Fair of Textiles and Textile Machinery—18-25 June 1972
Apply: Medjunarodni sajam tekstila² ıekstilnih masina Koste Stamenkovica 5, 16001 Leskovac, pp30, (Tel. 20-81)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1972
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4. (Tel. 01-236 5050).

COPENHAGEN:
International Exhibition af Carpeting and Textiles (Texpo)—November 1972
Apply: Erhvervenes Udstillingsselskab Bella-Centret A/S Hvidkildevej 64, 2400 Kobenhaven NV.

1973

FRANKFURT:
International Trade Fair for Home Furnishing Textiles—10-14 January 1973
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

PARIS:
Corsetry and Lingerie Exhibition——February 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
Exhibition of Lace Embroidery and Fabrics for Corsetry and Lingerie—February 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
Knitting Industries Exhibition—February 1973
Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

PARIS:
International Exhibition of Clothing and Knitwear Industries Equipment—April 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

FRANKURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1973
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

Toys and Games

1972

NUREMBURG:
International Toy Fair—5-11 February 1972
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

PARIS:
International Toy Fair—February 1972
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

1973

NUREMBURG:
International Toy Fair—February 1973
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4 (Tel. 01-236 5050).

PARIS:
International Toy Fair—February 1973
* Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1.

Watches and Clocks

1972

BESANCON:
International Clock and Watchmaking Industry Exhibition—April 1972
* Apply: M. Regnier, Promenade Chamers Basancon (Doubs 25).

1973

BESANCON:
International Clock and Watchmaking Industries Exhibition—April 1973
* Apply: M. Regnier, Promenade Chamars, Besancon (Doubs 25).

Other Specialised Fairs

1971

GOTHENBURG:
International Technical Exhibition of Environmental Care (Scanmiljo)—22-27 October 1971
Apply: Scandinexpo AB Stampgatan 38, 411 01 Goteborg.

BRNO:
Filmforum—2-4 November 1971
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

DUSSELDORF:
Industrial Safety—Factory Hygiene Exhibition—10-13 November 1971
* Apply: John Buck, (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

BELGRADE:
2nd International Exhibition of Modern Educational Aids and Equipment—13-21 November 1971
Apply: Beogradski Sajam, Bulevar Vojode Misica 14, 11001 Beograd, P.P. 408.

MILAN:
Antipollution Exhibition—14-19 November 1971
Apply: Comis Piazza Cadorna 15, 20123 Milano.

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending (Incomat)—November 1971
Apply: Austrian Association of Vending Machine Traders, Brucknerstrasse 4/8, Vienna IV.

POZNAN:
VIth Congress of Polish Technicians 'Orgatechnika' and Exhibition
Firms interested in exhibiting contemporary equipment and aids used by designers, engineers and office staff to increase efficiency should apply to: Dyrektor K. Prynda, Osrodek Postepu Technicznego, Katowicz, Ul. Buczka 12, P.O. Box 454.

1972

COPENHAGEN:
International Institution Equipment Fair (Set)—11-14 January 1972
Apply: Erhvervenes Udstillingsselskab Bella-Centret A/S, Hvidkildevej 64, 2400 Kobenhavn NV.

HANOVER:
European Educational Equipment Exhibition (Didacta)—14-18 March 1972
† Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

BRUSSELS:
International Water Treatment Exhibition (Aquarama)—25-30 March 1972
Apply: Edicomin s.p.r.l., Avenue du Roi 206, 1060 Brussels (Tel. (02) 38 70 13).

HERNING:
Hobby and Vacation Show—March 1972
Apply: Secretariat, A/S Herning-Hallen, Herning 7400.

BRUSSELS:
International Inventors Exhibition—March 1972
* Apply: Institute of Patentees and Inventors, 207/208 Abbey House, Victoria Street, London, S.W.1 (Tel. 01-222 1616).

COPENHAGEN:
Exhibition of Holiday Houses—March 1972
Apply: Udstillingshallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

SUBOTICA:
Panonia Fair—Small Border Traffic Goods Fair—31 March-9 April 1972
Apply: Director-General, Karlo Segec Suboticki Sajam, Sep Ferenca 3 24000 Subotica.

PARIS:
(Le Bourget) 2nd International Exhibition on Water Techniques and Enviromnent. (Man and Water—Man and Air)—11-15 April 1972
Apply: Man and Water, 8, Rue de la Michodiere Paris 2e.

BUDAPEST:
IV European Ophthalmological Congress and Exhibition—17-12 April 1972
Apply: M. H. Advertising Magyar Hirdeto Fairs and Exhibition Service. Apari Gyulaz U.B.

GENEVA:
World Tobacco Exhibition and Symposium—25-29 April 1972
Apply: Exhibition Organiser Cockade Overseas Ltd., Trumpers Way, London W72 QD (Tel. 01-571 0011).

PARIS:
International Travel Exhibition—April/May 1972
* Apply: Comite de la Foire de Paris, 23 Rue Notre Dame des Victories, Paris 2e.

BOLOGNA:
International Perfumery and Cosmetics Exhibition—28 April-3 May 1972
* Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford St., London, WIX 2AQ (Tel. 01-734 0511).

ROUEN:
Trade Fair—29 April-1 May 1972
* Apply: C.O.M.E.T. Quaui de Paris 76 Rouen.

OAU-1st all africa trade fair

23 February to 5 March 1972, Nairobi, Kenya

please address enquiries to: The Organiser, All Africa Trade Fair, P.O. Box 30302, Nairobi, Kenya.

LJUBLJANA:
Mednarodni Sejam Alpe-Adria (General Fair for Border Trade with Italy and Austria)—13-21 May 1972
Apply: Arpent. Corringales. Hatfield Heath. Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

CANNES:
Film Festival—May 1972
* Apply: Secretariat, 25 Rue D'Astorg, Paris 8e.

WIESBADEN:
International Pet Trades Fair (Interzoo)—May 1972
Apply: Zentralverband Zoologischer Fachgeschafte Deutschlands e.v. 6000 Frankfurt-am-Main, Stresemannallee 35-37.

STUTTGART:
6th German Weapon Fair—30 May-3 June 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
Industrial Cleaning Exhibition—2-8 June 1972
† Apply: Society Progeco, 24 Rue du Rocher 75, Paris 8e.

BRUSSELS:
International Stamp Exhibition—24 June-9 July 1972
Apply: Belgica 72, BP 1472 Bruxelles 1, B-1000 Bruxelles, Belgique.

STUTTGART:
Environment—International Trade Exhibition and Conference—30 June-9 July 1972
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BRNO:
International Exhibitions of Firefighting Equipment—1-9 July 1972
Apply: Fairs and Exhibitions Ltd., 23 Park Square East, Regents Park, London, N.W.1 (Tel. 935 8200).

BUCHAREST:
7th International Mining Congress—3-12 September 1972
Apply: Director-General: Chamber of Commerce, International Fair Board, Scinteia Square, Bucharest.

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—19-23 September 1972
Apply: Exhibition Managements Ltd., 50 Rochester Row, London, S.W.1.

NANCY:
International Industrial Safety Exhibition—September 1972
Apply: Commissariat Generale, Parc des Expositions de Nancy, Boite Postale 593, 54 Nancy R.P.

TURIN:
International Technical Exhibition (Autumno Torinese)—September-October 1972
* Apply: Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

SKOPJE, YUGOSLAVIA:
13th International Tobacco and Machinery Fair—3-11 October 1972
Apply: Director-General, Andon Dabevski, Skopski saem, ul Zagrebacka bb, 91001 Skopje, pp 356 (Tel. 34 601).

MILAN:
Industrial Cleaning, Maintenance and Sanitation Exhibition (Pulisan)—October 1972
* Apply: Pulisan, Via Paolo-da Cannobio 9, 20122 Milan.

BRNO:
International Exhibition of Patents and Improvements Proposals (Invex)—5-13 November 1972
Apply: Fairs and Exhibitions, 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01 935 8200).

ZAGREB:
International Exhibition of Tourist, Catering and Shop Equipment—14-18 November 1972
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01 486 1951).

MILAN:
Antipollution Exhibition—November 1972
Apply: Comis Piazza Cadorna 15, 20123 Milano.

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending (Incomat)—November 1972
Apply: Austrian Association of Vending Machine Traders, Brucknerstrasse 4/8, Vienna IV.

PARIS:
European Point of Sale Advertising Exhibition—November 1972
Apply: EURO-PLV, 20 Rue Carpeaux-92-Puteaux, France.

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—November 1972
† Apply: RAI Gebouw NV Europaplien, Amsterdam.

1973

MUNICH:
Ist International Exhibition of Technical Systems and Apparatus for Educational Purposes (Visodata)—January 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
Exhibition of Modern Methods of Teaching—April 1973
Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1X 2AQ (Tel. 01-734 0511).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April/May 1973
* Apply: Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London, W1X 2AQ (Tel. 01-734 0511).

ROUEN:
Trade Fair—April-May 1973
* Apply: COMET, Quai de Paris 76, Rouen.

PARIS:
International Travel Exhibition—April/May 1973
* Apply: Comite de la Foire de Paris 23, Rue Notre Dame des Victories, Paris 2e.

HELSINKI:
6th International Transport Exhibition—17-21 May 1973
Apply: The Finnish Society for Transport Economy, Fredrikinkatu 36 B24, Helsinki 10.

STUTTGART:
International Roller and Shutter Trade Fair (R73)—24-27 May 1973
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

CANNES:
Film Festival—May 1973
* Apply: Secretariat, 25 Rue d'Astorg, Paris 8e.

MUNICH:
Philatelic Show—May 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (Envitek)—4-9 June 1973
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

BUCHAREST:
International Salon for Tourism and Equipment for Commerce—24 June-3 July 1973
Apply: Director-General, Chamber of Commerce, International Fair Board, Scinteia Square, Bucharest.

MOSCOW:
Machinery, Equipment and Instruments for the Timber and Woodworking Industry—August-September 1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MONTREUX:
6th International Exhibition of Aerosols—September 1973
Apply: Mr. A. W. Naegeli, ASA Waisenhausstrasse 2, 8001 Zurich.

TURIN:
International Technical Exhibition (Autumno Torinese)—September-October 1973
* Apply: Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

DUBLIN:
International Education and Training Exhibition and Conference (Etex '73)—9-13 October 1973
Apply: Education and Training Associates, 74 Northumberland Road, Dublin 4, Ireland.

MILAN:
Industrial Cleaning, Maintenance and Sanitation Exhibition (Pulisan)—November 1973
* Apply: Pulisan, Via Paolo-da Cannobio 9, 20122 Milan.

MOSCOW:
Modern Equipment for Rolling Finishing and Coating of Hot Rolled and Cold Rolled Steel Sheet (in Technological diagrams and Models)—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Visual Aids and Educational Equipment—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

LENINGRAD:
Equipment, Instruments and Means of Automation for Pulp and Paper Industry—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Modern Computer Equipment—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Equipment and Systems for automated Design-Work and Management in the Construction Industry—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Processes and Equipment for Microbiological Products and Modern Equipment for the Manufacture of Biological Preparations—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BAKU—MOSCOW:
Modern Equipment for Oil Processing Installations—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Soviet Specialised Exhibition of Visual Aids and Educational Equipment—1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Technological, Control and Measuring Equipment for Production and Control of Integral Diagrams—November-December 1973
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

Section III

Trade Fairs and Exhibitions outside Europe

General Fairs

1971

SINGAPORE:
British Industrial Exhibition—18-29 October 1971
Apply: Mrs. I. M. Janzen, Department of Trade and Industry, Room 006, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 248 5757, Ext. 7093).

OSAKA:
International Trade Fair (Inter-Living)—22 October-8 November 1971
Apply: Osaka Internation Trade Fair Commission, 58 Hashizumecho, Uchihonmachi, Higashi-Ku, Osaka.

SAN SALVADOR:
5th International Fair of El Salvador—3-20 November 1971
* Apply: Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble Via a Santa Tecia, San Salvador, El Salvador.

LIMA:
Pacific International Trade Fair—12-28 November 1971
† Apply: Feria Internacional del Pacifio, P.O. Box 4900, Lima, Peru.

1972

TRIPOLI:
International Trade Fair—1-20 March 1972
Apply: Libyan Arab Republic, Fairs' General Board, P.O. Box 891, Tripoli, Libya.

CAIRO:
International Trade Fair—2-23 March 1972
Apply: Ministry of Economy and Foreign Trade, General Organisation for International Exhibition and Fairs, Exhibition Grounds, Guezira, Cairo.

JOHANNESBURG:
Rand Easter Show—21 March-3 April 1972
Apply: Witwaterrand Agricultural Society, P.O. Box 344, Johannesburg, South Africa.

SYDNEY:
Royal Easter Show—24 March-4 April 1972
* Apply: Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Sydney, N.S.W. 2000.

OSAKA:
Consumer Goods Fair—April 1972
Apply: Osaka International Trade Fair Commission, Honmachibashi, Higashi-Ku, Osaka, Japan.

TEL-AVIV:
International Trade Fair (Consumer Goods)—23 May-10 June 1972
Apply: Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, W.C.2 (Tel. 01-405 9696).

ZAMBIA:
Trade Fair—July 1972
Apply: The Secretary NR Show, P.O. Box 1058, Ndola, Northern Rhodesia.

TANZANIA:
National Fair—July 1972
Apply: A. H. Chale, International Saba Saba Trade Fair, National Exhibition Site, P.O. Box 234, Dar-es-Salaam, Tanzania.

BOGOTA:
International Trade Fair—5-20 August 1972
Apply: Corporacion de Ferias y, Exposiciones SA, Bogota de Colombia.

SEATTLE—WASHINGTON:
22nd Washington State International Trade Fair—11-20 August 1972
Apply: Hugh A. Smith, P.O. Box 1209, Seattle, Washington 98111.

ALGIERS:
International Trade Fair—August/September 1972
Apply: Directorate General of the Algiers International Trade Fair, Palais des Expositions, Pins Mari.ime, Algiers, Algeria.

CYPRUS:
International Trade Fair—September 1972
Apply: Director-General, Cyprus International Fair, P.O. Box 1094, Nicosia, Cyprus.

SALONIKA:
International Trade Fair—September 1972
Apply: Foire International de Thessaloniki, Salonika.

BAGHDAD:
International Trade Fair—1-20 October 1972
Apply: Directorate General of Exhibitions and Trade Fair, Damascus Street, Al-Mansour, Baghdad, Iraq

SAN SALVADOR:
International Fair of El Salvador—3-20 November 1972
Apply: Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble via a Santa Tecla, San Salvador, El Salvador, C.A.

NAIROBI:
Nairobi Show—1972
Apply: Agricultural Society of Kenya, P.O. Box 30176, Nairobi, Kenya.

1973

TOKYO:
International Trade Fair—April-May 1973
Apply: Tokyo International Trade Fair Commission, C.P.O. Box 1201, Yokyo, Japan.

JOHANNESBURG:
Rand Easter Show—April-May 1973
Apply: The Secretary, Witwaterrand Agricultural Society, P.O. Box 4344, Johannesburg.

TEL-AVIV:
International Fair (Technology 11)—June 1973
Apply: Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, W.C.2 (Tel. 01-405 9696).

SYDNEY:
International Trade Fair—4-13 October 1973
† Apply: Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, P.O. Box 428, North Sydney, N.S.W.

LIMA:
Pacific International Trade Fair—November 1973
Apply: Feria Internacional del Pacifico, P.O. Box 4900, Lima, Peru.

Agriculture, Forestry, Fishing, Agricultural Machinery

1971

BOSTON:
American Commercial Fish Expo—20-23 October 1971
Apply: Lloyd Prescott, Esq., 253 Northern Avenue, Boston, Mass. 02210.

LOS ANGELES:
Great Western Livestock Show—2-7 November 1971
* Apply: Western Show Grounds Inc., 2120 SE Avenue, Los Angeles, California 90022, USA.

ORANGE:
National Field Days—November 1971
* Apply: The National Field Days Committee, P.O. Box 310, Orange, N.S.W. 2800.

LOUISVILLE (Kentucky):
National Farm Machinery Show—1971
Apply: William B. Grant, Jr., Secretary National Farm Machinery Show, 1237 Commonwealth Building, Louisville, Kentucky, 40202, USA.

1972

TORONTO:
Canadian Farm and Industrial Equipment Show—26-29 January 1972
* Apply: L. Sykes, Esq., Canada Farm and Industrial Equipment Show Buildings, Exhibition Park, Toronto.

HONG KONG:
Fisheries Exhibition—14-19 February 1972
Apply: The Secretary, 1972 Fisheries Exhibition Committee, Agriculture and Fisheries Department, Canton Road Government Offices, 393 Canton Road, 12th Floor, Kowloon, Hong Kong.

LIMA:
International Fair for the Fishing and Food Industries (Tecnopan '72)—17-23 April 1972
Apply: Feria International del Pacifico, P.O. Box 4900, Lima, Peru.

LUSAKA:
Agriculture Show—August 1972
Apply: W. Anderson, Esq., P.O. Box 263, Ground Floor, Woodgate House, Heroes Place, Lusaka, Zambia.

SANTA CRUZ (Bolivia):
Agricultural, Animal, Industrial and Commercial Exhibition —September 1972
* Apply: Feria Exposicion on Agricola, Canadera, Industrial v Commercial Edificio Camera de Comercio, Santa Cruz, Bolivia.

NAIROBI:
Nairobi Show—Autumn 1972
* Apply: Agricultural Society of Kenya, Jamhuri Park, Nairobi, Kenya.

CAPE TOWN:
Fishing Industries Exhibition—October 1972
Apply: Industrial Exhibition Organisers, P.O. Box 15517, Siemend, Johannesburg.

HONG KONG:
British Industrial Exhibition—6-15 November 1972
Apply: Mrs. L. M. Janzen, Department of Trade and Industry, Room 006, Hillgate House, 26, Old Bailey, London, E.C.4 (Tel. 248-5757 Ext. 7093)

ORANGE:
The National Field Days—November 1972
* Apply: The National Field Days Committee P.O. Box 310, Orange, N.S.W. 2800.

1973

SAO PAULO:
Agricultural Technique Trade Fair 'Fetag'—July 1973 July 1973
Apply: Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 San Paulo, Brazil.

Aircraft and Aeronautical Equipment

1971

NAGOYA:
Aerospace Show—29 October-3 November 1971
Apply: Executive Office of the International Aerospace Show Organising Council, c/o Asahi Shimbun, 2-3 Yurakucho, Chiyoda-ku, Tokyo.

1972

ANAHEIM:
16th National Society of Aerospace Material and Process Engineers Symposium and Exhibition—20-23 April 1972
Apply: Society of Aerospace Material and Process Engineers, National Business Office, Box 613, Azusa, California 91702.

SAO PAULO:
International Aerospace Exhibition—21-30 April 1972
Apply: Alcantara Machado, Comercio e Empreendimentos Ltda, Rua Brasilio Machado 60.

1973

SAO PAULO:
International Aerospace Exhibition—14-23 September 1973
Apply: Alcantara Machado, Comercio e Empreendimentos Ltd, Rua Brasilio, Machedo 60.

Books and Periodicals

1972

NEW DELHI:
World Book Fair—2-10 January 1972
Apply: National Book Trust India, A-5 Green Park, New Delhi 16.

Building, Public Works and Construction Equipment

1971

LOUISVILLE:
International Building Exposition and Congress—31 October-4 November 1971
Apply: Charles Sniton Organisation, 331 Maidson Avenue, New York NY 10017.

VANCOUVER:
Western Construction Materials and Equipment Show—18-20 November 1971
* Apply: David Whitehead Amalgamated Construction Association of BC, 2000 West 12th Avenue, Vancouver 9, British Columbia.

NIGERIA:
Building Materials and Equipment Exhibition—20 November-4 December 1971
Apply: Mr. E. O. Ajala, The Nigerian Institute of Building, P.O. Box 3514, Lagos.

GHANA:
Low Cost Housing Exhibition—November 1971
Apply: Mr. O. P. Kwami, Principal Assistant Secretary (Housing), Ministry of Works and Housing, P.O. Box M51, Accra.

1972

CHICAGO:
Concrete and Aggregates Show—30 January-4 February 1972
† Apply: National Ready Mixed Concrete Association, 900 Spring Street, Silver Spring, Maryland 20910, USA.

KUWAIT:
British Building Materials Exhibition—20-24 February 1972
Apply: Building Materials Export Group, Suite 18, Chantrey House, Eccleston Street, London, S.W.1 (Tel. 01-730 2642).

TOKYO:
Annual Exhibition of Construction Equipment—July 1972
Apply: Japan Construction Mechanisation Association, Tokyo.

JOHANNESBURG:
South African Building Exhibition—2-10 August 1972
† Apply: The Building Exhibition, Overseas Division, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MELBOURNE:
Australian International Building Exhibition—11-17 October 1972
Apply: The Building Trades Exhibition Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951).

TORONTO:
International Building Show—October 1972
* Apply: Intex Trade and Consumer Shows Ltd., 952 Queen Street W., Toronto 3.

TORONTO:
Canadian Construction Show—4-7 December 1972
* Apply: H. Z. Palmer, Industrial Trade Shows,481 University Avenue, Toronto 2.

1973

SAO PAULO:
International Building and Construction Exhibition—1973
Apply: Alcantora Machado Comercio e Empreendimentos Ltda, Rua Brasilio, Machado 60.

Chemicals and Allied Industries, including Plastics

1971

CHICAGO:
National Plastics Exposition—November 1971
† Apply: Mr. K. E. Knowles, Vice President Clapp and Polaik, 245 Park Avenue, New York N Y 10017 USA.

NEW YORK:
Exposition of Chemical Industries—29 November-3 December 1971
Apply: International Exposition Company, 200 Park Avenue New York 10017.

1972

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—6-10 March 1972
Apply: Charles J. McCafferty, Jr., P.P.G. Industries Inc., P.O. Box 11472, Pittsburgh, P.A. 15238.

TOKYO:
Gas and Kerosene Appliances Show—16-17 June 1972
Apply: Japan Industrial Association of Gas and Kerosene Appliances, Netsukiki Kaikan 1-13-7 Higashi Ueno, Taito-Ku Tokyo. (Tel 833-7071).

SYDNEY:
International Chemical Petroleum and Gas Industries Exhibition- CPG '72—26-30 June 1972
Apply: Industrial and Trade Fairs Holdings Ltd., Commonwealth House, New Oxford Street, London W.C.1.

TORONTO:
Canadian Chemical and Equipment Exhibition—19-21 September 1972
Apply: J. T. S. Creighton Esq., Southex Southam Business Publications Ltd., P.O. Box 1010, Station B Toronto 2B, Ontario.

TOKYO:
International Gas and Turbine Products Show—4-7 October 1972
* Apply: Tom Sawyer, Turbine Division, P.O. Box 188, Ho-Ho-Kus, New Jersey USA. (Tel. 201-444 3719).

OSAKA:
Japan Plastics Fair (Japanplas)—9-16 October 1972
Apply: Secretariat International Fair of Plastics, Plastics Technical Society of Japan, The Osaka Municipal Technical Research Institute Building, Kita-Ogimachi, Kita-Ku, Osaka.

TOKYO:
'72 Chemical Plant Show—October 1972
Apply: Japan Management Association, Kyoritsu Bldg., 25 Shiba Koen, Minato-Ku, Tokyo. (Tel. 434 6211).

1973

JOHANNESBURG:
Chemex '73—16-21 July 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. 0235-22057).
(Organisers; Industrial Exhibition Ogranisers (Pty) Ltd., P.O. Box 2500.)

TOKYO:
Fluid Power International Exhibition—September 1973
† Apply: Wihon Kogya, Shimbun Co. Ltd., 7-2-1 Chome, Ohtemachi, Chiyoda-ku, Tokyo, Japan.

TOKYO:
International Gas Turbine Products Show—October 1973
* Apply: The American Society of Mechanical Engineers, Tom Sawyer, Gas Turbine Division, P.O. Box 188, Ho-Ho-Kus, New Jersey, USA. (Tel. 201-444 3719).

TOKYO:
Chemical Plant Show—October 1973
* Apply: Japan Management Association, The Society of Chemical Engineers Kyoritsu, 25 Shiba Park Minato-ku, Tokyo. Japan.

Clothing

1971

SYDNEY:
International Clothing Machinery and Supplies Exhibition—8-12 November 1971
Apply: Thomson Exhibition Promotions Pty., 47 Chippen Street, Chippendale. Sydney, 2008.

1972

NEW YORK:
National Boutique Show—16-19 January 1972
Apply: Alan B. Larkin, 50 Hurt Street, Watertown, Mass.

HOUSTON:
Menswear Retailers of American Exhibition—3-6 February 1972
Apply: Don Debolt, National Press Building, Washington D.C. 20004.

NEW YORK:
National Boutique Show—21-24 May 1972
Apply: Alan B. Larkin, 50 Hunt Street, Watertown, Mass.

SAO PAULO:
Textile Exhibition (Fenit)—4-13 August 1972
Apply: Alcantara Machado, Comercio e Empreendimentos Ltda., Rue Brasilio Machado 60.

Display and Shop Equipment

1971

NEW YORK:
National Association of Display Industries Show—December 1971
Apply: G. Valenti Esq., 207 E 37th Street New York 10016.

1972

NEW YORK:
National Association of Display Industries —June-December 1972
Apply: G. Valenti Esq., 207 E 37th Street, New York 10016.

Engineering, Electrical, and Electronic including Radio and Television

1971

CAPETOWN:
International and Engineering Exhibition—5-13 November 1971
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent (Tel.(0233) 22037). (Organisers: Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg).

BOSTON:
North Eastern Electronics Research and Engineering Meeting (Nerem)—November 1971
* Apply: S. K. Gibson Esq., P.O. Box 234, Boston Massachusetts.

1972

TOKYO:=
Internepcon—19-22 January 1972
Apply: Industrial and Scientific Conference Management Inc., 222 West Adams Street, Chicago, Illinois 60606, USA

ANA HEIM:
National Electronic Packaging Convention (Nepcon West)—8-10 February 1972
Apply: Industrial and Scientific Conference Management Inc., 22 W. Adams Street, Chicago, Illinois 60606.

CHICAGO-
Railway Engineering Maintenance Suppliers Association Show—6-9 March 1972
Apply: L. D. McGuan, (Railway Engineering Maintenance Supplies Association, 332 S. Michigan Avenue, Chicago, Illinois 60604 (Assoc. Inc.).

LAS VEGAS:
National Electric Sign Association Convention—9-12 April 1972
Apply: Mr. W. Fred Vickers, National Electric Sign Association, 600 Hunter Drive, Oak Brook, Illinois 60521.

NEW YORK:
Institute of Electrical and Electronics Engineers, International Convention and Exposition (Intercon)—20-23 March
Apply: Wm. C. Copp Esq., 72 W. 45th Street, New York 10036.

DALLAS:
Annual Conference and Exposition of the International Communications Association—7-11 May 1972
Apply: W. L. Crunk Esq., Reynolds Metal, 6601 W. Broad Street, Richmond, Virginia 23218.

ATLANTIC CITY:
Spring Joint Computer Conference—16-18 May 1972
Apply: Jack Schwartz, Box A—Computer Science Department Courant Institute, 251 Mercer Street, New York 10012.

NEW YORK:
National Electronic Packaging and Production Conference (Nepcon East)—13-15 June 1972
Apply: Jerome H. Brown, Esq., National Exposition Co., 14 W. 40th Street, New York 10017.

JOHANNESBURG:
Electra—5-21 July 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg).

TOKYO:
Japan Electronics Show—21-27 September 1972
* Apply: Electronic Industries Association Tokyo, Shoko-Kaigisho Building, 3-2-2, Marunouchi, Chiyoda-ku, Tokyo (Tel. 211-4411, Ext 568).

JOHANNESBURG:
Audio Fair—26-30 September 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900 Johannesburg.

OSAKA:
11th Industrial and Engineering Materials Exhibition—September 1972
* Apply: Toshio, Shirai, The Nikkan Kogya Shimbun, Ltd., 7-2-1 Chome, Ohtemachi, Chiyoda-ku, Tokyo, Japan.

OSAKA:
Engineering Design Efficiency Exhibition—September 1972
* Apply: Industrial Daily News, 3-23-6 Nishi, Shinbashi, Minato-ku, Tokyo. Japan (Tel. 433-6814).

1973

SYDNEY:
Control Electronics, Telecommunications, Instruments and Automation Exhibition 'Cetia'—26 February-2 March 1973
Apply: The Executive Director, 'Cetia' Exhibition Administration, 21973, Box 3629, G.P.O. Sydney, N.S.W. 2001.

TOKYO:
The 13th Tokyo International Industrial and Engineering Materials Exhibition—March 1973
Apply: The Industrial Daily News, 1-8-10 Kudan-Kita, Chiyodu-ku, Tokyo (Tel. 236-2311).

OSAKA:
Electronics Show—April 1973
Apply: Electronics Industries Association of Japan, Tokyo Chamber of Commerce and IndustryBuilding, 14, Marunouchi 3 Chome, Yokyo, Japan.

JOHANNESBURG:
Instruments and Automation Exhibition. (ICSSA)—4-19 June 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. Tel. 0233 22307. (Organisers: Industrial Exhibition Organisers: Pty. Ltd., P.O. Box 2900.

SYDNEY:
National Radio and Electrical Engineers Convention—September 1973
Apply: The Institution of Radio and Electronics Engineer Science House, 157 Gloucester Street, Sydney (Tel. 27 1039).

OSAKA:
Electronics Show—September 1973
Apply: Electronics Industries Association, Tokyo Chamber of Commerce and Industry Building 14 Marunochi, 3 Chome, Chiyodaku, Tokyo.

OSAKA:
7th Engineering Design Efficiency Exhibition—September 1973
Apply: Industrial Daily News, 3-23-6 Wishi, Shinbashi, Minato-ku, Tokyo (Tel. 433-6814).

OSAKA:
12th Industrial and Engineering Materials Exhibition—September 1973
Apply: Toshio Shirai, The Nikkan Kogya, Shimbun Ltd., 7-2-1 Chome, Ohtemachi, Chiyoda-ky, Tokyo, Japan.

Engineering, Other

1971

NAGOYA:
18th All Japan Woodworking Machinery Exhibition—November 1971
* Apply: Chubu Woodworking Machinery Industries Association, 36, 5-Chome, Iwai-Dori, Baka-Ku, Nagoya.

ANAHEIM:
Western Plant Engineering and Maintenance Show—November 1971
* Apply: A. Byron Perkins and Associates Inc. 3951 East Huntington Drive, Suite 104, Pasadena California 91107.

LOS ANGELES:
Western Design Engineering Conference and Exposition—December 1971
Apply: Mr. Austin G. Graff, Technical Industry Exposition Inc., 34 West Ritnam Avenue, Greenwich, Connecticut 05830.

1972

TOKYO:
Seventh Advanced Imported Woodworking Machinery Exhibition—15-21 March 1972
* Apply: Japan Woodworking Machinery Association, 7-15, 6-Chome, Hon-Komagome, Bunkyo-Ku, Tokyo.

TOKYO:
The Twelfth Tokyo International Industrial and Engineering Materials Exhibition—March 1972
Apply: The Industrial Daily News, 1-8-10, Kudan-Kita, Chiyoda-ku Tokyo. Tel. 236-2311.

CHICAGO:
National Material Handling Show—10-13 April 1972
Apply: National Material Handling Institute Incorp., 1326 Freeport Road, Pittsburgh, P.A. 15238.

LIMA:
International Fair for Equipment and Products for the Mining Industry (Tecnomin 72)—17-23 April 1972
Apply: Feria International del Pacifico P.O. Box 4900, Lima, Peru.

OSAKA:
Inter Engineering—18 April-1 May 1972
Apply: Osaka International Trade Fair Commission, Honmachibashi, Higashi-Ku, Osaka, Japan.

CHICAGO:
Design Engineering Show—April 1972
Apply: Clapp and Poliak, 245 Park Avenue, New York, New York 10017.

TOKYO:
International Metalworking Machine Exhibition—April 1972
* Apply: The Nikkon Kogyo, Shimbaun Ltd., 8,-10 Kudan Kita, 1-Chome Chiyoda-Ku, Tokyo, Japan.

LOS ANGELES:
Annual Imported Automobile Show—5-14 May 1972
Apply: Bob Topaz, Auto Expo International Inc., 9777 Wilshire Boulevard, Beverley Hills, California 90212.

PHILADELPHIA:
A.F.S. Casting Congress and Exhibition and International Foundry Congress—7-12 May 1972
Apply: Martin C. Dwyer, 400 North Michigan Avenue, Chicago 60601.

CLEVELAND:
Mining Congress and Coal Show—8-11 May 1972
Apply: J. Allerton Overton, Junr., Executive Vice President, 1100, Ring Building, Washington, D.C. 20036. USA.

TORONTO:
National Industrial Production Show—8-12 May 1972
* Apply: A. Stewart Riddell, Show Manager, 481 University Avenue, Toronto 2.

OSAKA:
Excellent Machinery Fair—18-24 May, 1972
Apply: The Nichon Kogyo Shimbun 3-1-Chome Ohtemachi Chiyoda-ky, Tokyo, Japan.

TOKYO:
Fifth International Automatic Control Equipment Show—May 1972
* Apply: The Industrial Daily News, 1-8-10 Kudan-ku, Tokyo. Tel. 263 2311.

SAN MATEO:
Semi-Conductor Equipment and Materials Institute Convention—May 1972
Apply: SEMI Headquarters, 1041 E. Meadow Circle, Palo Alto. California 94303.

JOHANNESBURG:
Mechanical Handling Exhibition—15-20 June 1972
Apply: Westbourne Publications, South Africa, (Pty.). Ltd., P.O. Box 6110, Johannesburg. Tel. 834-8001 and 836-9756.

JOHANNESBURG:
Founding Welding and Production Engineering Exhibition—15-21 June 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers (Pty.), Ltd., P.O. Box 2900 Johannesburg).

TOKYO:
International Welding Show—7-11 August 1972
* Apply: The Sanpo Inl., 11-1-Chome Kanda Su Kuma-cho Chiyoda-ku, Tokyo. Japan.

LOS ANGELES:
Seventy-Fifth Annual Meeting of the American Society for Testing and Materials and North American Materials Evaluation Exposition—25-30 June 1972
Apply: Mr. Bidwell, 1916 Race Street, Philadelphia P.A. 19103.

SYDNEY:
International Engineering Exhibition—7-12 August 1972
† Apply: Thomson Exhibition Promotions Pty. Ltd., Thomson House, 47 Chippen Street, Chippendale, N.S.W. 2008.

CHICAGO:
National Machine Tool Builders Association Show—5-15 September 1972
Apply: Clapp and Poliak Inc., 245 Park Avenue, New York, NY 10017.

OSAKA:
Mechanical Automation Show—September 1972
Apply: The Industrial Daily News, 2-1 Kyob-ashi, Maenochu, Higashi-ku, Osaka. (Tel. 06-941 6571).

CLEVELAND:
Iron and Steel Exposition, September 1972
† Apply: Association of Iron and Steel Engineers, 1010 Empire Building, Pittsburgh 15222, USA.

CHICAGO:
Die Casting Congress and Exposition—16-19 October 1972
† Apply: Irwin I. Chaitin, Exposition Dircteor, 1601 W. Lafayette, Detroit 48216, USA.

TOKYO:
The Thirteenth International Plant Engineering and Maintenance Show—October 1972
Apply: Japan Management Association, Kyoritsu Building, 25 Shiba Koen, Minato-ku, Tokyo. Tel. 434 6211.

TOKYO:
Japan International Machine Tool Fair—October-November 1972
† Apply: The Tokyo International Trade Fair Commission, 4-16-12 Harumi Chuo-ku, Tokyo.

JOHANNESBURG:
Power Exhibition—7-15 November 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg).

SAN FRANCISCO:
Western Plant Engineering and Maintenance Show—14-16 November, 1972
Apply: Mr. O. E. Bufe, Executive Secretary, American Institute of Plant Engineers, 1021 Delta Avenue, Cincinatti, Ohio.

NAGOYA:
The Eighteenth Nogoya Wood Working Machinery and Equipment Fair—November 1972
* Apply: Chubu Woodworking Machinery Manufacturers Association, 5-36 Iwaidori, Naka-ku, Nagoya, Japan.

TOKYO:
Sixth Japan International Machine Tool Fair—November 1972
Apply: Tokyo International Trade Fair Commission, 4-16 Harumi, Chu-ku, Tokyo. Tel. 531-3371.

1973

JOHANNESBURG:
Mines '73.—25 February-3 March 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Organisers: Industrial Exhibitions Organisers. Tel. 0233 22037. (Pty.) Ltd., P.O. Box 2900, Johannesburg.

TOKYO:
International Welding Show—March 1973
Apply: The Sanpo Inc. (International Division), 11-1 Chome Kanda, Sukama-cho. Chiyoda-ku, Tokyo, Japan.

TOKYO:
8th Advanced Imported Woodworking Machinery Exhibition—March 1973
* Apply: Janan Woodworking Machinery Trade Association, 7-15 Chome, Hon Komagome, Bunkyo-ku, Tokyo. Japan (Tel. (943) 0181).

TOKYO:
The 12th International Industrial and Engineering Materiasl Exhibition—March 1973
* Apply: The Industrial Daily News, 3-23-6 Nishi. Shinbashi, Minato-ku, Tokyo. (Tel. 433-6814).

OSAKA:
International Welding Show—April 1973
* Apply: The Sampo Inc., Ltd., 11-1 Chome Kanda Su Kuma-cho, Chiyoda-ku, Tokyo, Japan.

TOKYO:
Automatic Control Equipment Show—May 1973
Apply: Nikkan Kogyo Shimbun, Ltd., 8-10 Kudan Kita, 1-Chome Chiyod-ku, Tokyo, Japan.

OSAKA:
Mechanical Automation Show—September 1973
Apply: Industrial Daily News, 3-23-6 Nishi Shinbashi, Minato-ku Tokyo. (Tel. 433-6814).

NAGOYA:
Woodworking Machinery and Equipment Fair—October 1973
Apply: Chuba Woodworking Machinery Manufacturers Association, 5-36-1Wai Dori, Naka-ku, Nagoya. Japan.

TOKYO:
The 14th International Plant Engineering and Maintenance Show—October 1973
Apply: Japan Management Association, Kyoritsu Building, 25 Shiba Koln, Minato-ku, Tokyo. (Tel. 434 6211).
* Apply: Janap Management Association Kyoritsu Buildings, 25 Shiba Koen Minato-ku, Tokyo (Tel. 434-6211).

JOHANNESBURG:
Numerical Machine Tool Exhibition—23-27 October 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. Tel. 0233 22307. (Organiser: Industrial Exhibition, (Pty.) Ltd., P.O. Box 2900, Johannesburg.

Fancy Goods, Jewellery and Giftware

1972

LOS ANGELES:
California Gift Show—23-28 January 1972
Apply: Trade Shows Ltd., 3510 Council Street, Los Angeles, California 90004.

SYDNEY:
International Gift Trade Fair—19-24 February, 1972
Apply: World Trade Promotions Pty. Ltd., 29 Berry Street, North Sydney N.S.W. 2060.

TORONTO:
Spring Gift Show—20-24 February 1972
Apply: R. Johnson, Show Manager, Seccombe House Ltd., Toronto 7, Canada.

NEW YORK:
National Premium Show—1-4 May 1972
Apply: H. H. Erickson Esq., 407 South Dearborn Street, Chicago 60605.

LOS ANGELES:
California Gift Show—23-29 July 1972
Apply: Trade Shows Ltd., 3510 Council Street, Los Angeles, California 90004.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1971

TEL-AVIV:
Second International Hotel and Catering Exhibition—17-23 October 1971
Apply: Yerid Hamizrakh, Exhibitions Co. Ltd., Exhibition Gardens, P.O. Box 21075, Tel Aviv.

SAN FRANCISCO:
California Grocers Association Annual Convention—31 October-3 November 1971
* Apply: Philip A. McIntyre, Exhibition Manager, 870 Market Street, Room 870, San Francisco, California 94102, USA.

NEW YORK:
National Hotel and Motel Exposition—8-11 November 1971
* Apply: Chas. E. Quain, Esq., 141 W. 51st Street, New York 10019.

HOUSTON:
International Soft Drinks Industry Exposition—15-18 November 1971
Apply: Clapp and Poliak, 245 Park Avenue, New York.

CAPE TOWN:
Food Industries Exhibition—15-20 November 1971
Apply: UK Representative, Mr. R. Wilson, 543 King Lane, Leeds LS17 5ER (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 15517, Siemend, Johannesburg).

TEL-AVIV:
Agricultural and Food Exhibition 'Britagex'—16-25 November 1971
Apply: Overseas Exhibition Services Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1972

JOHANNESBURG:
Hotel Caterihg Equipment Exhibition—29 February-4 March 1972
Apply: UK Representative: Mr. G. Hemming, Kent House Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900 Johannesburg).

HOUSTON:
Supermarket Institute Convention—16-19 April 1972
Apply: M. J. O'Connor, 200 East Ontario Street, Chicago, Illinois 60611.

TORONTO:
Food Service and Hospitality Show—23-26 April 1972
Apply: D. G. Adamson, Esq., Canadian Restaurant Association, 60 Avenue Road, Toronto 5.

SYDNEY:
Catering Exhibition—1-6 May 1972
Apply: Industrial and Trade Fairs Pty. Ltd., 3rd Floor, A.D.C. House, 77 Pacific Highway, P.O. Box 428, North Sydney N.S.W.

MINNEAPOLIS:
Institute of Food Technologists 32nd Annual Meetihg—21-25 May 1972
Apply: Institute of Food Technologists, 221 North La Salle Street, Chicago, Illinois 60601.

SAN FRANCISCO:
Western National Restaurant Convention and Exposition—26-29 August, 1972
Apply: Mr. G. Leonard, General Manager. Golden Gate Restaurant Association, 291 Geary Street, San Francisco, California 94102.

ANAHEIM:
California Grocers Association Annual Convention—15-18 October 1972
Apply: Philip A. McIntyre, Exhibition Manager, 870 Market Street, Room 870, San Francisco, California 94102, USA.

MONTREAL:
International Salon of Food and Agriculture—31 October-8 November 1972
* Apply: M. J. de Broin 10819 St. Denis Street, Montreal 357.

1973

JOHANNESBURG:
Hotel and Catering Exhibition—5-11 February 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. Tel. (0233) 22307. (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

SAO PAULO:
International Food and Agricultural Technology Fair—July 1973
Apply: Alcastara Machado Commercio e Empreendimentos Ltda., Rua Brazilio Machado, 60 Sao Paulo, Brazil.

Footwear

1972

NEW YORK:
National Shoe Fair—8-11 March 1972
Apply: Edward A. Launzel, New Yorker, 34th and 8th Avenue NYC 10001.

MONTREAL:
Canadian Shoe Fair—24-26 September 1972
* Apply: Jean Guy Matheau, G.m.b., 1010 St. Catherine W. Montreal, P.Q.

Furniture, Furnishings, Household Equipment and Hardware

1971

TORONTO:
National Interior Design Show—November 1971
* Apply: Robert M. Gowdy, Esq., Box 1010, Station B, Toronto 2B.

1972

TORONTO:
Floor Covering Show—January 1972
* Apply: Peter Garnau, Exhibits Manager, Box 010, Station B, Toronto 2B.

ATLANTIC CITY:
China and Glass Show—9-13 January 1972
Apply: Walter Nelson, 71 W. 23rd Street, New York.

OHIO:
Mid-America Show—7-9 February 1972
Apply: The Ohio Hardware Association, 1540 West Fifth Avenue, Columbus, Ohio 43212, USA.

TORONTO:
Canadian Hardware Show—7-9 February 1972
* Apply: D. J. Blanchard, Esq., Canadian Retail Hardware Association, 290 Merton Street, Toronto 7.

SAO PAULO:
Household Appliances Trade Fair—17-26 March 1972
Apply: Alcantara Machdo Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo.

CHICAGO:
National Home Improvement and Remodelling Exposition—24-26 March 1972
Apply: National Remodellers Association, 50 East 42nd Street, New York 10017.

NEW YORK:
China and Glass Show—June 1972
Apply: George F. Little, 220 Fifth Avenue, New York 10017.

TORONTO:
National Interior Design Show—November 1972
* Apply: Robert M. Cowdry, Esq., Box 1010, Station B, Toronto 2B.

1973

JOHANNESBURG:
Hardex '73—19-24 March 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

Handicrafts

SYDNEY:
Sydney Telegraph Homes, Hobbies and Handicrafts Exhibition—15-21 May 1972
Apply: Industrial and Trade Fairs Pty. Ltd., Head Office, 3rd Floor, ADC House, 77 Pacific Highway, North Sydney, NSW 2060.

Heating and Ventilating

1972

NEW ORLEANS:
International Heating and Air Conditioning Exposition—17-20 January 1972
Apply: International Exposition Co., 22 Park Avenue, New York 10017, USA.

LOS ANGELES:
Western Air Conditioning Exposition—26-29 April 1972
Apply: American Society of Heating, Refrigerating and Air Conditioning Engineers Inc., United Engineering Center, 345 East 57th Street, New York.

MELBOURNE:
International Heating, Ventilating and Air Conditioning Show (Hevac)—22-26 May 1972
Apply: Technical Exhibitions Pty. Ltd., Suite 3/242 Toorak Road, South Yarra, Victoria 3141.

TOKYO:
'72 Heating, Air Conditioning and Sanitary Exhibition—September 1972
* Apply: Japan Management Association Kyoritsu Buildings, 25 Shiba Koen Minato-ku, Tokyo (Tel. 434-6211).

1973

CHICAGO:
International Air Conditioning, Heating and Refrigeration—29 January-1 February 1973
Apply: International Exposition Company, 22 Park Avenue, New York, N.Y. 10017.

SYDNEY:
Heating, Air Conditioning, Ventilation and Refrigeration Show (Heavent)—29 May-1 June 1973
Apply: Total Concept Exhibitions Pty. Ltd., 57 Ethel Street, Balgowlah, Sydney, N.S.W. 2093.

TOKYO:
Heating, Air Conditioning, and Sanitary Exhibition.—September 1973
Apply: Japan Management Association, Kyoritsublog, 25 Shiba Koen Minato-ku. Tokyo. (Tel. 434-6211).

Hospital, Medical, Surgical and Dental Equipment

1971

SAN JUAN—PUERTO RICO:
48th American Congress of Rehabilitation Medicine—7-12 November 1971
Apply: Mr. Creston C. Herold, 30 North Michigan Avenue, Chicago, Illinois 60602.

ANAHEIM:
Scientific Session of the American Heart Association—11-14 November 1971
Apply: Steven K. Herlitz Inc., 850 3rd Avenue, New York, USA.

ST. LOUIS:
American Society for Cell Biology—19-21 November 1971
Apply: Mr. Kettelbamp, Professional Associates, 6710 Clayton Road, St. Louis, Missouri 63117.

1972

TOKYO:
British Medical Exhibition—28 February-6 March 1972
Apply: The Nihon Kogyo Shimbun, 7-2-1 Chome, Ohtemachi, Chiyoda-Ku, Tokyo, Japan (Tel. 231-7111).

NEW YORK:
Optical Society of America Conference and Exhibition—10-14 April 1972
Apply: Dr. Mary Ewarga, Executive Secretary, 2100 Penna Avenue, N.W. Washington D.C. 20037.

CYPRUS:
British Medical Association Congress and Exhibition—11-15 April 1972
Apply: Overseas Exhibition Services Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951) (Telex 24591).

LAS VEGAS:
Annual Meeting and Conference on the Effectiveness of On-line Biomedical Computing—24-26 April 1972
Apply: AAMI, 9650 Rockville Pike, Bethesada, Maryland 20014.

ANAHEIM:
42nd Annual Convention of Western Hospitals—April 1972
Apply: Association of Western Hospitals, Mr. Meluin Scheflin, 26 O'Farrell Street, San Francisco, California 94108.

CHICAGO:
The American College of Obstetricians and Gynaecologists—1-4 May 1972
Apply: Donald F. Richardson Associate Director, 79 West Monroe Street, Chicago, Illinois 60603.

SINGAPORE:
International Optical Exhibition—April-May 1972
Apply: The Secretary, Singapore Optical Trade Association c/o Jebsen & Jessen (S) Pte Ltd, 10th Floor, Supreme House, Penang Road, Singapore 9.

JOHANNESBURG:
South African International Medical Exhibition—June 1972
Apply: Overseas Exhibition Services Ltd., 11 Manchester Sauare, London, W.1. (Tel. 01-486 1951).

JOHANNESBURG:
Dental Exhibition—29 August-2 September 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

TOKYO:
Fifth World Congress of Anaesthesiology—18-23 September 1972
Apply: Daido Ad Center Ltd., International Congress Division, 20-1 Sendagaya, 4-chome, Shibuya-ku, Tokyo. Tel. 404-4533.

KYOTO:
Fifth World Congress of Anaesthesidogy—19-23 September 1972
Apply: Mr. Takatoshi Nakamoto, Daido Ad Centre Ltd., International Congress Division, 20-1 Sendagaya 4-chome Shibuyu-ku, Tokyo.

MELBOURNE:
World Medical Exhibition: Fifth World Conference on General Practice—1-7 October 1972
Apply: Total Concept Exhibitions Pty. Ltd., 7 Wilson Concourse, Croydon North, Melbourne, Victoria 3136.

SAN FRANCISCO:
Optical Society of America Conference and Exhibition—17-20 October 1972
Apply: Dr. Mary Ewarga. Exec. Sec., 2100 Penna Avenue N.W., Washington D.C., 20037.

1973

LIMA:
International Medical Exhibition-Tecnomed—April 1973
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1.

Leather, Leather Goods and Fur

NEW YORK:
Leather and Allied Industries Exposition—9-10 November 1971
Apply: H. Miller Esq., 411 Fifth Avenue, New York 10016.

Motor Vehicles, Motor Cycles and Cycles

1971

TOKYO:
The Eighteenth Tokyo Motor Show—29 October-11 November 1971
* Apply: Japan Motor Industrial Federation Inc., Ohtemachi Building, 1-6-1, Ohtemachi, Chiyoda-ku, Tokyo.

LOS ANGELES:
Southern California International Auto Show—5-14 November 1971
* Apply: Motor Car Dealers Association of Southern California, 1801 Avenue of the Stars, Century City, Los Angeles, California 90067, USA.

JOHANNESBURG:
Power '71—10-20 November 1971
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel: (0233) 22037 (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. 2900 Johannesburg.)

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show—November 1971
* Apply: Automotive Parts and Accessories Association, 407 S. Dearborn Street, Chicago, Illinois 60605, USA.

1972

LONG BEACH:
Motor Cycle and Accessories Trade Show—6-9 January 1972
Apply: Mr. Harry Hester, 747 East Green Street, Pasadena, California 91101.

DETROIT:
Society of Automotive Engineering Show—10-14 January 1972
Apply: Society of Automotive Engineers Inc., Two Pennsylvania Plaza, New York, NY 10001.

HOUSTON:
Motor Cycle and Accessory Trade Show—January 1972
Apply: Motorcycle Dealer News, The William Lawrence Corp., 747 East Street, Pasadena, California 91101.

NEW YORK:
International Cycle Show—27 February-1 March 1972
Apply: G. Neuburger, Esq., International Trade Shows, 545 Fifth Avenue, New York 10017.

CHICAGO:
International Automotive Service Industries Show—15-17 March 1972
Apply: Hall Ericksen Inc., 7237-39 Lake Street, River Forest, Illinois 60305.

JOHANNESBURG:
Motor Show—30 March-16 April 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900 Johannesburg).

JOHANNESBURG:
Transport Show—2-6 May 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. (Tel. (0233) 22037 (Organisers: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg).

SAN FRANCISCO:
International Trucking Show—3-5 May 1972
Apply: Gary Sheppard, Show Coord, 1240 Bayshore Highway Trucking Activities Inc., Burlingame, California 94010.

OSAKA:
Sports Car Show—May 1972
* Apply: The Daily Sports. Tokyo.

TOKYO:
Auto Accessory Show—June 1972
Apply: Japan Auto-Accessories Wholesalers Association, 25 Sakuragawa-cho, Nishikubo, Minato-ku, Tokyo.

TOKYO:
Automotive Service Equipment Show—June 1972
Apply: Japan Automotive Machine Service Equipment Association, 2-27-24 Ebisu, Shibuya-ku, Tokyo.

Sydney:
The Motor Show— 1-9 September 1972
* Apply: Chamber of Automotive Industries of N.S.W. Trade Association, 33-39 Riley Street, Potts Point, N.S.W. 2011.

TOKYO:
Motor Show—October 1972
* Apply: Japan Motor Industrial Federation Inc., Otemachi Bldg., 6-1 1-Chome, Otemachi, Chiyoda-ku, Tokyo, Japan.

JOHANNESBURG:
Power '72—7-15 November 1972
Apply: Industrial Exhibition Organisers (Pty.) Ltd., P.O Box 2900, Johannesburg.

TOKYO:
International Automobile Show—November 1972
Apply: Japan Automobile Importers Association, 1-Chome, Yotauya, Shinjuku ku, Tokye, Japan. Tel. 357-4331.

1973

OSAKA:
World Sports Carshow—May 1973
Apply: The Daily Sports. Tokyo.

TOKYO:
Automatic Control Equipment Show—May 1973
Apply: Nikkon Kogyo, Shimbun Ltd., 8-10 Kudan Kita, 1-Chome Chiyoda-ku, Tokyo, Japan.

TOKYO:
Motor Show—October 1973
* Apply: Japan Motor Federation Inc., Ohtemachi Building, 1-6-1 Ohtemachi, Chiyoda-ku, Tokyo.

JOHANNESBURG:
Power '73—5-14 November 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. Tel. 0233 22037. (Organisers: Industrial Exhibition Organisers (Pty). Ltd., P.O. Box 2900, Johannesburg.

Music and Musical Instruments

1971

SAN FRANCISCO:
National Music Exposition—26-28 November 1971
Apply: Music Exhibitors Inc., Mr. James T. McDonald, P.O. Box 1398, Pacific California 94044.

Office Machinery and Equipment

1971

NEW YORK:
Business Equipment Exposition—25-29 October 1971
* Apply: R. Long Esq., Expo Management Prestige Expo 11W, 42nd Street, New York 10036.

NEW YORK:
National Office Products Association Exhibition—October-November 1971
* Apply: D. P. Haspel, National Office Products Association 740 Investment Building Washington DC. 20005.

CAIRO;
International Fair of Office Equipment and Stationery—4-14 December 1971
Apply: Eygptian Organisation for International Exhibitions and Fairs Guezira, Cairo.

1972

SAO PAULO:
Office Machinery and Business Equipment Exhibition—13-21 May 1972
Apply: Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado 60.

TOKYO:
The 44th Business Show—19-24 May 1972
Apply: Nippon Office Management Association, Shuyodan Building, 4-25-2, Sendagaya, Shibuya-ku, Tokyo. (Tel. 403-1331).

1973

TOKYO:
Business Show—4-6 May 1973
Apply: Nippon Office Management Association, 1, Ginza 2-Chome-Ku, Chuo-Ku, Tokyo, Japan. (Tel. 567-3371).

TOKYO:
47th Business Show—September 1973
Apply: Nippon Office, Management Association, 1 Ginza, 2- Chome, Ku, Chuo-ku, Tokyo. Japan. (Tel. 567-3371).

Packaging Machinery and Materials including Containers

1971

SAN FRANCISCO:
Western Material Handling and Packaging Show—25-27 October 1971
* Apply: A. Byron Perkins and Associates Inc., 3951 E Huntington Drive, Suite 104, Pasadena California 91107, USA.

MINNEAPOLIS:
Upper Midwest Packaging and Handling Exposition—3-5 November 1971
* Apply: Mr. Cory, Trade Shows Inc., 904 North Western National Bank Building, Minneapolis, Minnesota 55402, USA.

ATLANTIC CITY:
Packaging Machinery Show—15-18 November 1971
* Apply: Leif Oxaal Packaging Machinery Manufacturers Institute, 2000 K Street, Washington DC 20006.

1972

CHICAGO:
International Converting Equipment Exposition (Convert '72) March 1972
† Apply: The Paperboard Packaging Council, 1250 Connecticut Avenue, Washington, USA.

NEW YORK:
National Packaging Expo—17-20 April
Apply: K. E. Knowles, 245 Park Avenue, New York 10017.

TOKYO:
International Packaging Show—June 1972
† Apply: Japan Pack Newspaper, Akebons Building 4-7-6 Iidabashi, Chiyoda-Ku, Tokyo,

LOS ANGELES:
Western Packaging Exposition—10-12 July 1972
Apply: Clapp and Poliak Inc., 245 Park Avenue, New York, New York 10017.

JOHANNESBURG:
International Packaging and Printing Exhibition (Packprint)—3-8 September 1973
* Apply: UK Representative: Mr G. Hemming, Kent House Station Road, Ashford Kent. (Organisers: Industrial Exhibition Org, P.O. Box 2900.

TOKYO:
Pack '72—6-12 September 1972
* Apply: Japan Packaging Institute, 12, 5-Chome, Ginza. Chuo-ku, Tokyo. (Tel. 543-2641).

OSAKA:
Mechanical Automation Show—September 1972
Apply: The Industrial Daily News, 2-1 Kyobashi, Maenocho, Higashi-ku, Osaka (Tel. 06-941 6571).

1973

SAO PAULO:
Packaging and Graphic Arts Exhibition—May 1973
Apply: Alcantara Machado, Comercio and Empreendimentos Ltda., Rua Brasilio Machado 60.

OSAKA:
Packaging Exhibition—September 1973
Apply: Japan Packaging Machinery Association. Osaka.

Photographic Equipment

1973

JOHANNESBURG:
Photo and Audio /TV Exhibition. 27 September-4 October 1973
Apply: UK Representative: Mr. G. Hemming Kent House, Station Road, Ashford Kent. (Tel. 0233-22037). (Organisers, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 2900. Johannesburg.

Pottery and Glassware

1972

PHILADELPHIA:
American Ceramic Society Exposition—May 1972
† Apply: S. A. Robbins Esq., Show World, 37W 39th Street, New York, N.Y. 10018.

OTTAWA:
American Scientific Glass Blowers Society Exposition—28-30 June 1972
Apply: The American Scientific Glassblowers Society, 309 Georgetown Avenue, Wilmington, Delaware 19809.

Printing, Stationery and Printing Machinery

1972

NEW YORK:
Gravure Technical Association Convention and Trade Show—April
Apply: R. Lang Esq., Prestige Expo Ltd., 11W 42nd Street, Room 1140, New York 10036.

NEW YORK:
Stationery Show—21-25 May 1972
Apply: Robert I. Carmen Esq., Geo Little Management, 220 Fifth Avenue, New York 10001.

TOKYO:
Japan Printing Show —June 1972
* Apply: Printing Publications Research Institute, 21 Kanda, Nishiki-cho. 3-Chome, Chiyoda-ku, Tokyo.

1973

TOKYO:
Japan Printing Show—June 1973
* Apply: Printing Publications Research Institute, 21 Kanda, Nishik-cho. 3 Chome, Chiyoda-ku, Tokyo. Japan.

Scientific Instruments and Nuclear Equipment

1972

SAN FRANCISCO:
Twentieth Annual Physics Show—31 January-2 February 1972
Apply: The American Institute of Physics, 335 E 45th Street, New York 10017.

OTTAWA:
International Congress and Exhibition of Photogrammetry—23 July-4 August 1972
Apply: L. M. Sebert, Esq., Secretariat, I.S.P. Congress, 615 Booth Street, Ottawa 4, Canada.

Ships and Boats

1971

LONG BEACH:
Long Beach Sailboat Show—22-31 October 1971
Apply: E. R. Nichols, Show Manager, P.O. Box 90715, Los Angeles, California 90009.

1972

SAN FRANCISCO:
Sports and Boat Show—7-16 January 1972
Apply: Thomas R. Rooney, Manager, 325 Pacific Avenue, San Francisco, California, 94111.

NEW YORK:
National Boat Show—22-30 January 1972
Apply: P. M. Wilson, Esq., 537 Steamboat Road, Greenwich, Connecticut 06830.

SEATTLE:
National Boat Show—January 1972
Apply: Northwest Marine Industries Inc., 1500, West Lake North, Seattle, Washington 98109, USA.

MIAMI:
International Boat Show—18-23 February 1972
Apply: John Rogers, Esq., Executive Manager, 1333, South Miami Avenue, Miami 33130.

TOKYO:
The Eleventh Boat Show—March 1972
* Apply: Japan Boat Promotion Association, 3-5-2, Ginza Chuc-ku, Tokyo. Tel. 564-2424.

MELBOURNE:
National Boat Show—8-16 July 1972
Apply: Riddell Exhibition Promotions Pty. Ltd., Victor House, Suite 17, 618 St. Kilda Road, Melbourne 3004.

SYDNEY:
Fifth International Boat Show—21-29 July 1972
Apply: Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, N.S.W. 2008.

1973

TOKYO:
12th International Boat Show—March 1973
* Apply: Japan Boat Management Association. 3-5-2 Ginza, Chuc-ku Tokyo. (Tel. 564-2424).

Sports Goods and Camping Equipment, including Caravans

1971

ANAHEIM:
National Sporting Goods Association Show (Western Market) —22-24 Octoper 1971.
* Apply: Mr. G. Martin Shutt, Executive Director, 717 North Michigan Avenue, Chicago, 60611, USA.

NEW YORK:
National Outerwear and Sportswear Association Suppliers Exhibition—22-24 October 1971
* Apply: J. Goldstein, Esq., 347 5th Avenue, New York 10006.

1972

MONTREAL:
Canadian Sporting Goods Association Show—30 January 3 February 1971
Apply: Canadian Sporting Goods Association, 2115 Drummond Street, Suite 20, Montreal 107, P.Q.

CHICAGO:
National Sporting Goods Association Show—12-17 February 1972
Apply: National Sporting Goods Association, 717 North Michigan Avenue, Chicago, Illinois 60611.

TORONTO:
Canadian National Sportsmen's Show—17-26 March 1972
* Apply: Harold D. Shield, Esq., Canadian National Sportsmen's Show, Suite 4904, P.O. Box 168, Toronto Dominion Centre, Toronto 1.

Textiles and Textile Machinery

1972

OSAKA:
International Exhibition of Textile Machinery—4-13 March 1972
Apply: Nihon Sen-i Shimbun Co. Ltd., Senba Central Building, 27, 3-Chome, Honmachi, Higashi-ku, Tokyo, Osaka. Tel. 06-252-7431.

NEW YORK:
American Fashion Home Sewing Show—May 1972
Apply: Mrs. Warderman, American Fashion Home Sewing Council, 475 Fifth Avenue, New York City.

SAO PAULO: Textile Machinery and Equipment Trade Fair (Fenit)—10-13 June 1972
* Apply: Alcantara Machado Comercio e Empreendimentos Ltda Rua Brasilio Machado 60 Sao Paulo

ATLANTA:
Bobbin Show—September 1972
Apply: Donald Segal Esq., P.O. Box 527, 1120 Shop Road, Columbia, S.C. 29702.

GREENVILLE:
Southern Textile Exposition —October 1972
Apply: Mrs. B. Green, Box 5823, Station B, Greenville.

1973

SAO PAULO:
Textile Exhibition (Fenit)—August 1973
* Apply: Alcantara Machado, Comercio e Empreendimentos, Ltda, Rua Brasilio, Machado 60.

Toys and Games

1972

MONTREAL:
Canadian Toy Fair—13-18 February 1972
* Apply: W. Griffith Esq., Room 1301, 67 Yonge Street, Toronto 1.

NEW YORK
International Toy Fair—27 February-1 March 1972
Apply: Gattfried Neuburger 545 Fifth Avenue, New York NY 10017.

SYDNEY:
International Toy Fair—March 1972
* Apply: The Organiser, International Toy Fair (1972), Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

AUCKLAND:
International Toy Fair—May 1972
Apply: International Trade Fairs, CPO Box 1879, Christchurch, New Zealand.

TOKYO:
International Toy Fair—October 1972
Apply: Japan International Toy Fair Association., 3-14-11 Kotobuki-cho, Taito-ku, Tokyo. (Tel. 841-1275).

1973

JOHANNESBURG:
Toys and Gift Show—25-30 June 1973
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford Kent. (Tel. 0233 22037). (Organisers: Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 2900 Johannesburg).

Other Specialised Fairs

1971

* SAO PAULO:
Children's Show—9-24 October 1971
* Apply: Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado 60 Sao Paulo.

DETROIT:
Paint Show—27-30 October 1971
Apply: Tobert W. Matlack, Show Manager, Federation of Societies for Paint Technology, 121 South Broad Street, Philadelphia, Penn 19107.

TORONTO:
Canadian Education Showplace—28-30 October 1971
Apply: Ernest Hillrich Esq., Show Manager, Industrial and Trade Shows ,481 University Avenue, Toronto 2.

CHICAGO:
Point of Purchase Advertising Institute Annual Symposium and Exhibition—October 1971
* Apply: Dorothy A. May, Executive Director, 521 5th Avenue, New York NY 10017, USA.

OSAKA:
Inter-Living Fair—22 October-8 November, 1971
Apply: Osaka, International Trade Fair Commission, 58 Hashizumecho, Uchihonmachi, Higashi-ku, Osaka (Tel. 06 (941) 2661 6939).

MONTREAL:
Exhibition Against Pollution—2-8 November 1971
Apply: M. Ynan Pellard, 2120 Sherbrooke E, Suite 602, Montreal 133.

SAN SALVADOR:
12th Congress of the Central American and Panama Odontology—7-12 November 1971
Apply: Federacion Odontologica de Centro America y Panama FOCAP Managua Nicaragua.

SYDNEY:
Convention and Exhibition of the Australian Water Well Association Inc.,—9-11 November 1971
Apply: Total Concept Exhibitions Pty Ltd., 57 Ethel Street, Balgowlah, New South Wales, Australia 2093.

NEW YORK:
National Postage Stamp Show (ASDA)—19-21 November 1971
Apply: P. F. Robbins Esq., 116 Nassau Street, New York 10038.

TOKYO:
Anti-Pollution Exhibition—19-25 November 1971
Apply: The Nichon Kogyo Shimbun 3, 1-Chome, Ohtemachi Chiyoda-ky, Tokyo, Japan.

1972

NEW ORLEANS:
Meteorological Meeting—10-19 January 1972
Apply: Executive Director American Meteorological Society, Kenneth C. Spengler, 45 Beacon Street, Boston, Mass.

TOKYO:
Internepon—19-22 January 1972
Apply: Industrial and Scientific Conference Management Inc., 7-6-43, Akasaka, Minato-ku, Tokyo. (Tel. 582-5293).

NEW YORK:
National Retail Merchants Association Convention and Exhibition—January 1972
Apply: A.C. Trotta Esq., 100 W3 1st Street, New York 10001.

ANAHEIM:
Computer Designers Conference and Exhibition—January 1972
Apply: Industrial and Scientific Conference Management Inc., 222 W Adams Street, Chicago, Illinois 60606, USA.

LOS ANGELES:
International Security Workshop and Exhibits—February 1972
Apply: Mr. F. R. McLaughlin, Executive Director, 2639 South La Cienega Boulevard, Los Angeles, California 90034, USA.

ATLANTIC CITY:
American Association of School Administrators Conference and Exhibition—12-16 February 1972
Apply: R. E. Carpenter Esq., National Education Association 1201, Sixteenth Street, N.W. Washington DC 20036.

NEW YORK:
International Stamp and Coin Show (Interpex)—March 1972
Apply: Herbert Rosen Esq., Industrial Exhibitions Ltd., 121 W 45 Street, New York 10036.

SYDNEY:
Stationery and Greeting Card Trade Fair—17-27 March 1972
Apply: Amalgamated World Trade Fairs Pty Ltd., 11 The Hub Arcade, 393 Pitt Street, Sydney NSW 2000.

TOKYO:
Second Anti-Pollution Exhibition—25-30 March 1972
Apply: The Nichon Kogyo Shimbun, 3 1-Chome Ohtemachi Chiyoda-ky, Tokyo, Japan.

WASHINGTON:
National Pollution Control Conference and Exposition—5-7 April 1972
Apply: National Pollution Control Conference, P.O. Box 53600, Houston, Texas 77052.

MINNEAPOLIS:
National Education Association Department of Audio-Visual Instruction National Show—16-20 April 1972
Apply: Mr. Fred Wehrli, Director of Conferences, 1201, 16th Street NW, Washington, DC 25036.

LOS ANGELES:
Southern California Business Show—20-23 April 1972
Apply: National Association of Accountants, 252 SW 8tq Street, Los Angeles, California 90057.

NEW YORK:
National Merchandise Show—April 1972
Apply: Arthur Tarsis Associates, 161 Great Neck Road, Great Neck, New York.

TOKYO:
Automatic and Labour Saving Machine Exhibition—April 1972
Apply: The Industrial Daily News, 1-8-10, Kudan-Kita, Chiyoda-ku, Tokyo. Tel. 263-2311.

TOKYO:
Second International Good Living Show—4-14 May 1972
Apply: Tokyo International Trade Fair Commission, 4-16 Harumi, Chuo-ku, Tokyo. Tel. 531-3371.

VANCOUVER:
Pacific Education Show—6-8 May 1972
Apply: Nelson B. Groves, Southex Ltd., 2,000 W. 12th Avenue, Vancouqver B.C.

ANAHEIM:
Nineteenth Annual Western Safety Congress and Exhibits Show—May 1972
Apply: A. B. Chapman, Exhibition Manager, Greater Los Angeles, Chapter National Safety Council, 3388 W. 8th Street, Los Angeles, California 90005.

WASHINGTON D.C.:
United States International Transportation Exposition—27 May-4 June
Apply: Clapp and Poliak Inc., 245 Park Avenue, New York 10017.

MIAMI:
Air Pollution Control Association Meeting and Exhibition—18-22 June 1972
Apply: H. Scott Oglesby, Esq., Zurn Air Systems Division, Jacksonville, Florida.

AUCKLAND:
Exhibition of the South Pacific Hospitality Industry (Hospitality '72)—12-17 June 1972
Apply: Hotel Consultants New Zealand Ltd., P.O. Box 2740, Wellington, New Zealand.

TOKYO:
Thirteenth Screw Machine Fair—June 1972
Third Fastener Show—June 1972
Apply: Metal Industrial News, 3-23-6, Nishi Shinbashi, Minato-ku, Tokyo. Tel. 433-6814.

NEW ORLEANS:
American Veterinary Medical Association Meeting—16-20 July 1972
Apply: R. G. Rongren Esq., 600 South Michigan Avenue, Chicago, Illinois 60605.

KANSAS CITY:
National Audio Visual Association Inc.—July 1972
Apply: J. P. Thompson, Esq., 3150 Spring Street, Fairfax, Virginia 22030.

JOHANNESBURG:
International Education and Careers Exhibition—7-12 August 1972
Apply: UK Representative: Mr. G. Hemming, Kent House, Station Road, Ashford. Tel. (0233) 22037 (Organisers: Industrial Exhibition Organisers, Kent (Pty.) Ltd., P.O. Box 2900, Johannesburg.

SYDNEY:
International Exhibition held in association with the Twelfth World Rehabilitation Congress—27 August-1 September 1972
Apply: The Secretary, Twelfth World Rehabilitation Congress, P.O. Box C177, Clarence Street, Sydney N.S.W., 2000.

NEW YORK:
Ninth International Water Supply Congress and Exhibition—11-15 September 1972
Apply: L. Mills, Esq., O.B.E., International Water Supply Association, 34 Park Street, London W.1.

JOHANNESBURG:
Audio Show—26 September-30 September 1972
Apply: Industrial Exhibition Organisers (Pty.) Ltd., P.O. Box 2900. Johannesburg.

TOKYO:
The Forty-fifth Business Show—September 1972
Apply: Nippon Office Management Association, Shuyodan Building, 4-25-2, Sendagaya, Shibuya-ku. Tokyo. Tel. 403-1331.

TOKYO:
Robot Show—September 1972
*Apply: The Nihon Kogyo Shimbun, 7-2-1 Chome, Ohtemachi Chiyoda-ku, Tokyo, Japan.

TOKYO:
The Second International Ocean Development Conference and Exhibition—4-9 October 1972.
* Apply: The Secretariat International Ocean Development Conference and Exhibition, Japan Management Association, No 25 Shiba Park, Minato, Tokyo, Japan. Tel. Tokyo (434) 6211.

SAO PAULO:
Children's Show—7-22 October 1972
* Apply: Alcantara Machado Comercio e Empreendimentos Ltda, Rua Brasilio, Machado 60, Sao Paulo.

SYDNEY:
International Computer Control and Business Systems Exhibition and National Conference (Epdex)—16-20 October 1972
Apply: The Executive Director, The Edpex Program, Box 3629 G.P.O., Sydney, N.S.W. 2001 (Tel. 285587 or 255666).

NAGOYA:
Woodworking Machinery and Equipment Exhibition—October 1972
Apply: Chubu Woodworking Machinery Manufacturers Association 5-36 Iwai Don Naku-ku Nagoya, Japan.

TOKYO:
International Good Living Show—October 1972
* Apply: The Tokyo International Trade Fair Commission, 4-16-12, Harumi, Chuo-ku, Tokyo.

TORONTO:
Canadian Education Showplace—October 1972
Apply: Ernest Hillrich Esq., Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2.

1973

TOKYO:
Third Anti-Pollution Show—March 1973
* Apply: The Nihon Kogyo Shimbun, (The Japan Industrial Journal), 7-2 1-Chome Ohtemachi, Chiyoda-ku, Tokyo 100, Japan. Tel. 231-7111.

TOKYO:
Automatic and Labour Saving Machine Exhibition—April 1973
*Apply: Industrial Daily News, 3-23-6 Nishi Shinbashi, Minato-ku, Tokyo. Tel. 433-6814.

TOKYO:
Fastener and Screw Machine Show—June 1973
*Apply: Industrial Daily News, 3-23-6 Nishi, Shinbashi, Minato-ku, Tokyo. Tel. 433-6814.

JOHANNESBURG:
Education and Careers—9-15 August 1973
Apply: U.K. Representative: Mr. G. Hemming, Kent House, Station Road, Ashford, Kent. Tel. 0233-22037. Organisers: Industrial Exhibition Organisers, (Pty.) Ltd., P.O. Box 2900, Johannesburg.

TOKYO:
International Ocean Development Conference Exhibition October 1973
The Secretariat Internatior .l Ocean Development Conference and Exhibitic , Japan management Association, No 25 Shiba Park, Minato, Tokyo, Japan. Tel. (434) 6211.

OSAKA:
Inter-Living—1973
Apply: Osaka International Trade Fair Commission, 58 Hashizumecho, Uchihonmachi, Higashi-ku, Osaka.

OSAKA:
Industrial Robot Show—September 1973
Apply: The Nikkon Kogyo, Shimbun, Ltd., 8-10 Kudan kita, 1-chome chiyoda-ku Tokyo.

Section IV

Trade Fairs and Exhibitions in the United Kingdom

Agriculture, Forestry, Fishing, Agricultural Machinery

1971

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—6-10 December 1971. At Earl's Court
* Apply: Smithfield Show Joint Committee, 21/4 Grosvenor Place, London, S.W.1. (Tel. 01-235 7000).

LONDON:
International Poultry Show—14-16 December 1971. At Olympia. *Has been cancelled.*

1972

KENILWORTH:
International Dairy Farming Event—19-20 April 1972. At National Agricultural Centre.
* Apply: Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W1N 2BQ (Tel. 01-580 6903).

BELFAST:
105th Annual Show and Industrial Exhibition—24-27 May 1972. At Balmoral, Belfast
* Apply: Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast, BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET, SOMERSET:
Bath and West Show—31 May-3 June 1972. At Shepton Mallet.
* Apply: Major The Lord Darling, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath. BA1 1LD. Tel. Bath 3010).

MALVERN:
Three Counties Agricultural Society's Show—13-15 June 1972. At Permanent Showyard Malvern.
* Apply: Glynne Hastings Esq., Secretary Three Counties Showyard, Malvern, Worcestershire. (Tel. Malvern 61731).

INGLISTON, nr. Edinburgh:
Royal Highland Show—20-23 June 1972. At Ingliston.
* Apply: Royal Highland Agricultural Society of Scotland, Ingliston Newbridge, Midlothian. (Tel. 031-334 2286).

NORWICH:
Royal Norfolk Agricultural Show—28-29 June 1972. At Show Ground, New Costessey.
* Apply: Royal Norfolk Agricultural Association Showground Dereham Road, New Costessey, Norwich, Norfolk. Nor 45J. (Tel. Costessey 2000.)

KENILWORTH:
The Royal Show—4-7 July 1972. National Agricultural Centre.
* Apply: Royal Agricultural Society of England National Agricultural Centre, Kenilworth, Warwickshire CV8 2LG. (Tel. 0203 56151).

HARROGATE:
Great Yorkshire Show—11-13 July 1972. At Permanent Show Site.
* Apply: Yorkshire Agricultural Society Cliftonfield, Shipton Road, York. YO3 6RA (Tel. York 23166).

Builth Wells:
Royal Welsh Show—25-27 July 1972. At Llanelwedd.
* Apply: J. A. George, Esq., Secretary, Royal Welsh Agricultural Society, Llanelwedd Builth Wells, Breconshire. (Tel. Builth Wells 3183).

LONDON:
International Poultry Show—5-7 September 1972. At Olympia
* Apply: ITF/Iliffe Exhibitions Ltd., Commonwealth House New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

LONDON:
International Flour and Feed Milling Exhibition—26-29 September 1972. At Ground Floor, Empire Hall, Olympia
* Apply: John R. Whall Esq., Exhibition Promotions (MH) Ltd., Stamford House, 65/6 Turnmill Street, London EC1M 5RA (Tel. 01-253 8201/8).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—4-8 December 1972. At Earls Court.
* Apply: Smithfield Show Joint Committee, 21/24 Grosvenor Place, London, S.W.1. (Tel. 01-235 7000).

Aircraft and Aeronautical Equipment

1972

FARNBOROUGH:
SBAC Flying Display and Exhibition—Trade Days 4-7 September 1972. Public Days 8-10 September. At Royal Airforce Establishment
† Apply: The Society of British Aero-space Companies Ltd., 29 King Street, St. James's, London SW1Y 6RD (Tel. 01-839 3231).

Building, Public Works and Construction Equipment

1971

LONDON:
International Building Exhibition—17-27 November 1971. At Olympia
† Apply: Building Trades Exhibition Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951).

1972

MANCHESTER:
Building Trades Exhibition—16-20 October 1972. At City Hall
† Apply: Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON:
Public Works Congress and Exhibition—Construction Equipment—Municipal Services 1972—13-18 November 1972. At Olympia
† Apply: The Municipal Agency Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

Chemicals and Allied Industries including Plastics

1972

LONDON:
OCCA Technical Exhibition. (24-OCCA)—17-21 April 1972. At Empire Hall Olympia
* Apply: Oil and Colour Chemists' Association ,Wax Chandlers' Hall, Gresham Street, London EC2V 7AB (Tel. 01-606 1439).

LONDON:
International Chemical and Petroleum Engineering Exhibition—18-22 September 1972. At Olympia.
† Apply: Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9811).

1973

LONDON:
International Plastics Exhibition (Interplas)—20-29 June 1973. At Olympia
† Apply: ITF/Iliffe Exhibitions Ltd., Commonwealth House, New Oxford Street London WC1A 1PB (Tel. 01-242 9011).

Clothing

1971

LONDON:
British Fashion Weeks—27 September-3 December 1971. In London
* Apply: H. Goodier Esq., M.B.E., Apparel and Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

LONDON:
25th Presentation of Children's and Teenage Fashions—18-21 October 1971. At Criterion Piccadilly, London
* Apply: H. Goodier, MBE, Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

LONDON:
Junior Fashion Fair—18-21 October 1971. At RHS Old Hall, London, SW1
* Apply: National Children's Wear Association, 40/2 Oxford Street, London, W1N 9FJ (Tel. 01-636 1833/4).

1972

LONDON:
British Glove Fair—21-23 February 1972. At Londoner Hotel, W1
* Apply: Glove Guild of Great Britain, 9 St. Thomas Street, London SE1 9RY (Tel. 01-407 4781).

LONDON:
International Men's and Boys' Wear Exhibition (Imbex)—28 February-3 March 1972. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

LONDON:
British Fashion Weeks (AFIA)—3 April-2 June; 25 September-1 December 1972. At various venues
* Apply: H. Goodier Esq., MBE, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

LONDON:
26th Presentation of Children's and Teenage Fashions—24-27 April 1972. At The Criterion Piccadilly
* Apply: H. Goodier, Esq., Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

LONDON:
40th Junior Fashion Fair—24-27 April 1972. At RHS New Hall, SW1
* Apply: National Children's Wear Association, 40/42 Oxford Street, London, W1N 9FJ (Tel. 01-636 1833/4).

LONDON:
London Fashion Fairs—April/May; September/October 1972. At various venues
* Apply: Clothing Export Council of Great Britain, 54 Grosvenor Street, London, W1X 0DB (Tel. 01-493 8882).

HARROGATE:
MAB Convention and Exhibition—26-28 September 1972. At Exhibition Centre
* Apply: Menswear Association of Britain Ltd., 293 Regent Street, London, W1R 8BL (Tel. 01-580 2918).

LONDON:
27th Presentation of Children's and Teenage Fashions—16-19 October 1972. At The Criterion Piccadilly
* Apply: H. Goodier, Esq., Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

LONDON:
41st Junior Fashion Fair—16-19 October 1972. At RHS Old Hall, SW1
* Apply: National Children's Wear Association, 40/42 Oxford Street, London, W1N 9FJ (Tel. 01-636 1833/4).

Display and Shop Equipment

1972

LONDON:
Intershop—9-12 January 1972. At Empire Hall, Olympia
* Apply: National Display Equipment Association, Lennig House, Mason's Avenue, Croydon, CR9 3LL (Tel. 01-686 1047).

Engineering, Electrical and Electronic, including Radio and Television

1971

BRIGHTON:
Electronic Packaging Production Equipment Conference and Exhibition (Inter/Nepcon)—19-21 October 1971. At Metropole Exhibition Hall
* Apply: P. Gordon Saville, Exhibition Consultant, 21 Victoria Road, Surbiton, Surrey (Tel. 01-390 0202).

LONDON:
International Audio Fair—25-30 October 1971. At Olympia
* Apply: Iliffe Promotions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1972

HARROGATE:
Electric Living Trade Fair—1-3 February 1972. At Exhibition Centre
* Apply: Electricity Council, Marketing Department, Trafalgar Buildings, 1 Charing Cross, London, SW1A 2DR (Tel. 01-930 6757).

LONDON:
Lightshow—6-11 February 1972. At Earls Court
* Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

LEEDS:
Engineering '72—7-9 March 1972. At Queens Hall
* Apply: Engineering Industries Association, 7 Park Square, Leeds, LS1 2LN (Tel. 0532 24444).

LONDON:
Sound '72 International—14-16 March 1972. At Bloomsbury Centre Hotel
* Apply: Association of Public Address Engineers, 394 Northolt Road, South Harrow, HA2 8EY (Tel. 01-422 4825).

LONDON:
Sonex '72. Annual Hi-Fi Exhibition—22-26 March 1972 At Skyway Hotel, London Airport
* Apply: British Audio Promotions Ltd., 20th Century House, Soho Square, London, W1V 5DG (Tel. 01-734 7471).

LONDON:
Electrex '72. International Electrical Engineers (ASEE) Exhibition—22-29 March 1972. At Earls Court
† Apply: Electrical Engineers (ASEE) Exhibition Ltd., Wix Hill House, West Horsley, Surrey (Tel. 01-636 383).

LONDON:
International Instruments, Electronics and Automation Exhibition—8-12 May 1972. At Olympia
† Apply: Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

LONDON:
Television and Radio Trade Show Week—21-25 May 1972. At leading London Hotels
* Apply: The British Radio Equipment Manufacturers Association, Twentieth Century House, 31 Soho Square, London, W1N 5DG (Tel. 01-734 7471).

LONDON:
Engineering Design Show—13-16 June 1972. At RHS New Hall, London, SW1
† Apply: Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London SE1 8VW (Tel. 01-928 3388).

HARROGATE:
12th Harrogate Lighting Exhibition—16-21 July 1972. At Majestic Hotel
* Apply: J. W. L. Tengwall, Esq., Decorative Lighting Association, Llanerchymedd, Anglesey, North Wales (Tel. 024-876 383).

LONDON:
Inter Navex '72—24-27 July 1972. At Olympia
* Apply: National Committee for Audio Visual Aids in Education, 33 Queen Anne Street, London, W1M 0AL (Tel. 01-636 5742).

LONDON:
International Audio Festival and Fair—23-28 October 1972. At Empire Hall, Olympia
* Apply: Iliffe Promotions Ltd., Dorset House, Stamford Street, London, SE1 in conjunction with Rex-Hassan Associates (Tel. 01-928 3333).

BRIGHTON:
Electronic Production Equipment Conference and Exhibition (Inter/Nepcon)—17-19 October 1972. At Metropole Convention Centre
* Apply: P. Gordon Saville, Exhibition Consultant, 21 Victoria Road, Surbiton, Surrey (Tel. 01-390 0202).

LONDON:
International Computer Exhibition Computer '72—4-8 December 1972. At Olympia
† Apply: Business Equipment Trade Association, 109 Kingsway, London, WC2B 6PU (Tel. 01-405 6233).

Engineering, Other

1972

LONDON:
International Mechanical Handling Exhibition—9-19 May 1972. At Earls Court
† Apply: ITF/Iliffe Exhibitions Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

LONDON:
Industrial Finishing and Anti-Corrosion Exhibition (IFAC)—6-9 June 1972. At Earls Court
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

LONDON:
The Fluid Power International Exhibition and Conference—19-23 June 1972. At Earls Court
† Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London, SE18 6LR (Tel. 01-855 7001).

LONDON:
Machine Tool International '72 Exhibition—21 June-1 July 1972. At Olympia
† Apply: Machine Tool Trades Association, 62 Bayswater Road, London, W2 3PH (Tel. 01-402 6671).

LONDON:
International Mining Exhibition—18-25 August 1972. At Olympia
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

LONDON:
International Diecasting Exhibition—5-8 September 1972. At Olympia
† Apply: Mack-Brooks Exhibitions Ltd., 7 London Road, St. Albans, Herts (Tel. 56 63213).

LONDON:
Woodworking Equipment and Materials Exhibition—5-9 September 1972. At Alexandra Palace, N 22
† Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

1973

LONDON:
International Pipes, Valves, Pipelines and Engineering Exhibition—5-8 June 1973. At Earls Court
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

Fancy Goods, Jewellery and Giftware

1971

LONDON:
Wholesale Buyers Gift Fair—28 November-2 December 1971. At Mount Royal Hotel W 1
* Apply: Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

1972

BLACKPOOL:
International Gifts Fair—30 January-3 February 1972. At Winter Gardens, etc.
* Apply: Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford RM6 1BR (Tel. 01-599 0175).

LONDON:
International Gifts Fair London—13-17 August 1972. At Earls Court
* Apply: Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

LONDON:
Wholesale Buyers Gift Fair—27 November-1 December 1972. At Mount Royal Hotel, W1
* Apply: Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1972

LONDON:
International Hotel and Catering Exhibition Hotelympia '72—6-14 January 1972. At Olympia
† Apply: Hotel and Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, EC4Y 8ES (Tel. 01-353 1555).

GLASGOW:
Scotland's Food Exhibition—11-22 April 1972. At Kelvin Hall, Glasgow
† Apply: Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate Manchester M3 4PH (Tel. 061-832 6363).

LONDON:
The London Meat Trades Fair—16-18 May 1972. At RHS New Hall, SW1
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

MANCHESTER:
Licensed Victuallers' International Trade and Catering Exhibition—5-9 June 1972. At Belle Vue
* Apply: Desmond Corcoran, Esq., Morning Advertiser, 18/20 St. Andrew Street, London, EC4A 3AQ (Tel. 01-353 8651).

LONDON:
Meat Industry Exhibition—5-7 September 1972. At Olympia
† Apply: ITF/Iliffe Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

MANCHESTER:
Norths' Food Fair Grocers Exhibition—5-16 September 1972. At Belle Vue
† Apply: Grocers' Association, 391/3 Corn Exchange, Manchester, M4 3HE (Tel. 061-764 4546).

Footwear

1972

BLACKPOOL:
International Slipper Fair—16-19 January 1972. At Savoy Hotel
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2P 2DJ (Tel. 01-739 2071).

LONDON:
Autumn Shoes Exhibition—19-22 March 1972. At Royal Lancaster Hotel, W2
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2P 2DJ (Tel. 01-739 2071) on behalf of British Footwear Manufacturers Federation.

LONDON:
Footwear Materials and Components Exhibition—6-8 June 1972. At Hotel Russell
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2P 2DJ (Tel. 01-739 2071).

LONDON:
'Shoes For Spring' Exhibition—1-4 October 1972. At Mount Royal Hotel, Marble Arch
* Apply: British Footwear Manufacturers Federation, 72 Dean Street, London, W1V 5HB (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

1971

LONDON:
Leisure and Outdoor Furniture Exhibition—15-17 November 1971. At Royal Lancaster Hotel
* Apply: Leisure and Outdoor Furniture Association, Sardinia House, 52 Lincoln's Inn Fields, London, WC2 (Tel. 01-405 9292).

1972

LONDON:
International Hardware Trades Fair—24-28 January 1972. At Olympia
Apply: Universal Exhibitions Ltd., PO Box 43, High Wycombe, Bucks (Tel. 024022 8891).

LONDON:
The 1972 Furniture Show—Preview Day 6 February (Invitation only)—7-11 February 1972. At Earls Court
* Apply: R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2H 7BN (Tel. 01-437 0678).

LONDON:
International Carpet and Floor Coverings Fair (Carpex)—28 February-3 March 1972. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

LONDON:
Daily Mail Ideal Home Exhibition—29 February-25 March 1972. At Olympia
* Apply: Exhibition Department, Associated Newspapers Group Ltd., Temple House, Temple Avenue, London, EC4Y 0JA (Tel. 01-353 4000).

MANCHESTER:
Brighter Homes Exhibition—7-25 March 1972. At City Hall
* Apply: Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON:
International Contract Furnishing and Interior Design Exhibition—23-26 May 1972. At Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
British Furniture Manufacturers Trade Exhibition—14-17 August 1972. At Belle Vue and City Hall
* Apply: British Furniture Manufacturers Exhibitions Ltd., 17 Berners Street, London, W1P 4DY (Tel. 01-580 5115).

HARROGATE:
Northern Floor Coverings Fair—5-8 September 1972. At the Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

Handicrafts

1971

MANCHESTER:
Do-It-Yourself Exhibition—16-27 November 1971. At City Hall
* Apply: Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

1972

LONDON:
20th International Handicrafts and Do-It-Yourself Exhibition—25 August-9 September 1972. At Empire Hall, Olympia
* Apply: A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

Heating and Ventilating

1972

LONDON:
International Heating, Ventilating and Air Conditioning Exhibition (Hevac)—17-21 April 1972. At Olympia
† Apply: Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

BIRMINGHAM:
Industrial Process Heating Exhibition and Conference—3-6 July 1972. At Bingley Hall
† Apply: Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 8VW (Tel. 01-928 3388).

Hospital, Medical, Surgical and Dental Equipment

1972

LONDON:
International Hospital and Health Services Exhibition (HHSE)—6-9 June 1972. At Earls Court
† Apply: Contemporary Exhibitions Ltd., 21 Park Square East, Regents Park, London, NW1 4LH (Tel. 01-935 8200).

LONDON:
Bio-Medical Engineering Exhibition—4-6 July 1972. At Bloomsbury Centre Hotel
† Apply: U.T.P. Exhibitions Ltd., 36/37 Furnival Street, London, EC4A 1JH (Tel. 01-405 4886).

BLACKPOOL:
Environmental Health Exhibition—19-21 September 1972. At Winter Gardens
* Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

LONDON:
British Dental Trade Exhibition—26 September (Trade only)—27 September-1 October 1972. At Alexandra Palace, N22
† Apply: The British Dental Trade Association, 14 Clifford Street, London, W1X 1RD (Tel. 01-493 0844).

Leather, Leather Goods and Fur

1972

LONDON:
Leathergoods, Luggage and Handbag Fair—16-20 January 1972. At RHS Old and New Halls, SW1
* Apply: The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, SE1 9RY (Tel. 01-407 1582).

LONDON:
Leather Expo '72—6-8 June 1972. At Hall D, Earls Court
* Apply: The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, SE1 9RY (Tel. 01-407 1582).

Motor Vehicles, Motor Cycles and Cycles

1971

LONDON:
International Motor Exhibition—20-30 October 1971. At Earls Court
* Apply: Society of Motor Manufacturers and Traders Ltd., 21/4 Grosvenor Place, London, SW1X 7JF (Tel. 01-235 7000).

GLASGOW:
Scottish Motor Exhibition—12-20 November 1971. At Kelvin Hall
† Apply: Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh, 12 (Tel. 031-225 3643).

1972

LONDON:
Racing and Sporting Motor Cycle Show—1-8 January 1972. At RHS Old and New Halls, SW1
* Apply: Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London, N1 (Tel. 01-226 7901/2).

MANCHESTER:
Northern Racing Car Performance Show—3-12 March 1972. At Belle Vue
* Apply: Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
International Commercial Motor Transport Exhibition—22-30 September 1972. At Earls Court
† Apply: Society of Motor Manufacturers and Traders Ltd., 21/4 Grosvenor Place, London, SW1X 7JF (Tel. 01-235 7000).

LONDON:
International Motor Exhibition—18-28 October 1972. At Earls Court
* Apply: Society of Motor Manufacturers and Traders Ltd., 21/4 Grosvenor Place, London, SW1X 7JF (Tel. 01-235 7000).

Music and Musical Instruments

1972

LONDON:
British Musical Instrument Trade Fair—13-17 August 1972. At Hotel Russell and Bloomsbury Centre Hotel
* Apply: D. A. Michell, FCA, 62 Park View, Hatch End, Pinner, Middx., HA5 4LN (Tel. 01-428 4700).

Office Machinery and Equipment

1972

LONDON:
Microforum '72—20-23 June 1972. At London Hilton Hotel, Park Lane
† Apply: Business Equipment Trade Association, 109 Kingsway, London, WC2B 6PU (Tel. 01-405 6233).

Packaging Machinery and Materials including Containers

1971

LONDON:
International Exhibition for the processing, packaging and handling of pharmaceutical cosmetic toiletry and perfumery products. INTERPHEX '71—9-12 November 1971. At RHS Old and New Halls, SW1
† Apply: A. D. J. Brooks, Esq., B.P.S. Exhibitions Ltd., 220/222 Great Portland Street, London, W1N 5HH (Tel. 01-388 2117).

1972

LONDON:
International Packaging Exhibition, PAKEX—9-13 October 1972. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Commonwealth House New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

Printing, Stationery and Printing Machinery

1972

LEEDS:
Northprint '72 Northern Printing Exhibition—21-24 March 1972. At Queens Hall
† Apply: Marketing Exhibitions Ltd., Milton House, 25 Oakhill Road, London, SW15 (Tel. 01-874 2374).

LONDON:
Stationery Industry Exhibition, Statindex '72—6-9 April 1972. At Grosvenor House, Park Lane
* Apply: British Stationery and Office Equipment Association, 6 Wimpole Street, London, W1M 8AS (Tel. 01-580 9256).

MANCHESTER:
Northern Reprographic Exhibition—15-19 May 1972. At City Hall
† Apply: Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Scientific Instruments and Nuclear Equipment

1972

LONDON:
The Physics Exhibition—13-16 March 1972. At Alexandra Palace, N 22
* Apply: The Institute of Physics, 47 Belgrave Square, London, SW1 (Tel. 01-235 6111).

LONDON:
Automatic Laboratory Techniques Exhibition (ALTEX)—21-23 March 1972. At RHS New Hall, SW1
† Apply: Gerald Mann (Altex) Ltd., 1/3 Astoria Parade, Streatham High Road, London, SW16 1PR (Tel. 01-769 7766).

Ships and Boats

1972

LONDON:
International Boat Show—4-15 January 1972 (First day Trade and Press only). At Earls Court
* Apply: National Boat Shows Ltd., 31 Great Queen Street, London, WC2B 5AD (Tel. 01-405 7481).

BIRMINGHAM:
'Birmingham Post-Evening Mail' Boat and Leisure Life Exhibition—12-26 February 1972. At Bingley Hall
* Apply: Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham, 4 (Tel. 021-236 3366).

1973

LONDON:
International Marine Exhibition—5-8 June 1973. At Earls Court
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

Sports Goods and Camping Equipment including Caravans

1971

LONDON:
International Caravan and Camping Show—10-20 November 1971. At Earls Court
* Apply: Associated Newspapers Ltd., Exhibition Department, Temple House, Temple Avenue, London, EC4Y 0JA (Tel. 01-353 4000).

LONDON:
Camping and Sports Equipment Trade Fair—14-17 November 1971. At Alexandra Palace, N22
* Apply: Trades Exhibitions Ltd., Exhibition House, 4 Spring Street, London W2 (Tel. 01-262 2886).

LONDON:
The British Sports Trade Fair—21-24 November 1971. At RHS Old and New Halls, SW1
Apply: A. H. Spink, Esq., Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1R 1TB (Tel. 01-437 7281).

1972

LONDON:
Camping, Outdoor Holiday and Travel Exhibition—26 January-5 February 1972. At Olympia
* Apply: Trades Exhibitions Ltd., Exhibition House, 4, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
International Caravan and Camping Show—8-18 November 1972. At Earls Court
* Apply: Associated Newspapers Group Ltd., Exhibition Department, Temple House, Temple Avenue, London, EC4Y 0JA (Tel. 01-353 4000).

LONDON:
Camping and Sports Equipment Trade Fair—12-15 November 1972. At Alexandra Palace, N22
* Apply: Trades Exhibitions Ltd., Exhibition House, 4 Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
British Sports Trade Fair—19-22 November 1972. At RHS Old and New Halls, SW1
* Apply: A. H. Spink, Esq., Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1R 1TB (Tel. 01:437 7281).

Toys and Games

1972

HARROGATE:
International Toy Fair—8-13 January 1972. At Exhibition Hall, etc.
* Apply: Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, EC2A 1JJ (Tel. 01-606 8921).

LONDON:
28th Amusement Trades Exhibition—25-27 January 1972. At Alexandra Palace, N22
* Apply: J. Singleton, Esq., Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, WC2H 0ES (Tel. 01-930 2524).

BRIGHTON:
British International Toy Fair—29 January-2 February 1972. At Metropole Exhibition Halls, etc.
Apply: J. A. Gianfield, Esq., British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, WC2B 6RS (Tel. 01-242 9158).

Other Specialised Fairs

1971

LONDON:
The International Safety Exhibition and Conference—25-28 October 1971. At National Hall, Olympia
Apply: R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2H 7BN (Tel. 01-437 0678).

LONDON:
International Research and Development Exhibition—25-28 October 1971. At Olympia
Apply: R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2H 7BN (Tel. 01-437 0678).

LONDON:
National Exhibition of Cage and Aviary Birds—2-4 December 1971. At Alexandra Palace, N22
* Apply: ITF/Iliffe Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

1972

LONDON:
Stampex '72, Britain's National Stamp Exhibition—28 February-4 March 1972. At RHS New Hall, SW1
* Apply: Philatelic Traders Society, 27 John Adam Street, London, WC2N 6HZ (Tel. 01-930 6466).

BRIGHTON:
International Oceanological Equipment and Services Exhibition—19-24 March 1972. At Metropole Exhibition Hall
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220/22 Great Portland Street, London, W1N 5HH (Tel. 01-388 2117).

MANCHESTER:
International Exhibition of Spring Making Equipment and Materials Exhibition—11-14 April 1972. At Belle Vue
† Apply: Lawson Organisation, Green Dragon House, 64 High Street, Croydon, CR9 2UH (Tel. 01-686 5741).

LONDON:
International Brewing, Bottling and Allied Trades Exhibition—17-21 April 1972. At Earls Court
† Apply: Trades Markets and Exhibitions Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

HARROGATE:
1972 British Pet Trade Fair—23-25 April 1972. At Exhibition Centre
* Apply: John Yates, Esq., John Yates Publications, 53 Spring Gardens, Manchester, M2 2DA (Tel. 061-236 3725/6).

HARROGATE:
National Industrial Safety Study Conference and Trade Exhibition—3-5 May 1972. At Exhibition Hall
* Apply: Royal Society for the Prevention of Accidents, Terminal House, 52 Grosvenor Gardens, London, SW1 (Tel. 01-730 2246).

BRIGHTON:
International Rubber Conference and Exhibition (Rubberex)—15-19 May 1972. At Metropole Exhibition Hall
† Apply: MacLaren (Exhibitions) Ltd., Davis House, 69/77 High Street, Croydon, CR9 1QH (Tel. 01-688 7788).

LEICESTER:
Industrial Sewing Equipment Exhibition—22-26 May 1972. At Granby Hall
† Apply: U.T.P. Exhibitions Ltd., 36/37 Furnival Street, London, EC4A 1JH (Tel. 01-405 4886).

LONDON:
The Grosvenor House Antiques Fair—14-24 June 1972. At The Great Room, Grosvenor House, Park Lane
* Apply: Peter Berners-Price, Esq., Grosvenor House, Park Lane, London, W1Y 4ED (Tel. 01-499 6363).

HARROGATE:
22nd Northern Antique Dealers' Fair—14-21 September 1972. At Royal Baths Assembly Room
* Apply: Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford, 3 (Tel. 0274-23 223).

EASTBOURNE:
Fire Fighting and Prevention Exhibition—26-28 September 1972. At Devonshire Park
* Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London, W1N 6NH (Tel. 01-637 2400).

LONDON:
Cleaning and Maintenance Exhibition—26-29 September 1972. At Empire Hall, Olympia
† Apply: John R. Whall, Esq., Exhibition Promotions (MH) Ltd., Stamford House, 65/66 Turnmill Street, London EC1M 5RA (Tel. 01-253 8201/8).

LONDON:
National Exhibition of Cage and Aviary Birds—30 November-2 December 1972. At Alexandra Palace, N22
* Apply: ITF/Iliffe Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division
Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
29a High Street, Inverness
Tel. Inverness 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

North Wales District Office
Government Buildings, Dinerth Road, Colwyn Bay, Denbs.
Tel. 0491-44261

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI N TYNE

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Tel. Leeds 38232. Telex 554572 ECONPLAN LDS

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

Midlands Regional Office
Five Ways House, Islington Row, Birmingham, B15 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

South-Western Regional Office
The Pithay, Bristol, BS1 2NE
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United Kingdom trade by air in the first half of 1971

THE growth by value of United Kingdom trade by air continued in the first half of this year with exports rising faster than imports. Comparing the first half of 1971 with the first half of 1970, the value of exports by air increased at a rate considerably higher than that for total United Kingdom exports but for the first time in several years the growth of import trade carried by air was lower than the increase in total imports. After allowing for higher prices, there was probably only a small increase in the volume of exports by air in the first half of 1971 and a fall in the volume of imports, compared with the second half of last year when, however, both exports and imports by air were probably swollen by shipments diverted from sea transport because of the dock strike.

Imports carried by air in the first six months of the year, at £638 million, increased by 7 per cent compared with the same period of the previous year, a markedly slower rate of growth than the 14 per cent growth achieved during 1970. Compared with the second half of last year the value of imports carried by air increased by only 1 per cent and the proportion of total import trade brought by air transport declined to 13 per cent in the half year, the level reached in 1969. (Tables 1 and 1(a)).

Export trade by air totalled £612 million in the first half of the year, a substantial rise of 17 per cent over the first six months of 1970. The increase compared with the second half of last year was 6½ per cent, mainly reflecting higher export prices. The proportion of total exports carried by air in the first half of this year was 14 per cent, a slightly smaller share than in the previous half year but higher than in the corresponding period of 1970.

Air transport continues to be particularly important for some categories of goods and over a third of the total value of exports and imports of hides and skins, medicinal and pharmaceutical products, and non-metallic mineral manufactures were carried by air in the first half of 1971 (see Tables 2 and 3).

Comparing the first six months of this year with the previous half year the proportions of total trade carried by air, both imports and exports, fell slightly for most classes of goods, although the proportion of trade by air in non-metallic mineral manufactures (which mostly consists of precious stones) increased substantially. The commodity groups with the largest proportion of exports carried by air in the first half of 1971 were hides and skins (44 per cent), clothing (43 per cent), non-metallic mineral manufactures (40 per cent), medicinal and pharmaceutical products (38 per cent), and leather manufactures (38 per cent). For imports by air the highest proportions were non-metallic mineral manufactures (66 per cent), scientific instruments (50 per cent), electrical machinery (47 per cent), medicinal and pharmaceutical products (43 per cent), hides and skins (35 per cent) and machinery other than electric (34 per cent).

Table 5 shows the area pattern of our airborne trade. Western Europe maintained its position as the most important market for United Kingdom exports carried by air. In the first half of 1971 Western Europe accounted for 41 per cent of UK exports delivered by air, North America for 27 per cent and the sterling area for 21 per cent. A broadly similar pattern prevailed with our import trade; Western Europe supplied 37 per cent of our imports by air; North America 31 per cent, and the sterling area 20 per cent. The country breakdown (Table 4) shows that the United States remains our largest market and our largest supplier of goods carried by air. United Kingdom exports by air are also considerable to France,

(continued on next page)

TABLE 1 VALUE OF TRADE COMPARED WITH TOTAL TRADE

Year	Exports			Imports		
	Total £m. fob	By air £m. fob	Per cent	Total £m. cif	By £m. cif	Per cent
1966	5,255.4	550.7	10.5	5,949.4	545.6	9.2
1967	5,229.6	606.2	11.6	6,436.7	641.5	10.0
1968	6,433.9	831.5	12.9	7,897.5	929.4	11.8
1969	7,339.4	978.9	13.3	8,315.0	1,082.6	13.0
1970	8,062.8	1,094.9	13.6	9,051.5	1,228.8	13.6
1970 1st half	4,012.6	521.0	13.0	4,501.4	596.7	13.3
2nd half	4,050.1	573.9	14.2	4,550.1	632.1	13.9
1971 1st half	4,404.8	611.6	13.9	4,921.9	638.0	13.0

TABLE 1(a) INCREASE IN VALUE OF UNITED KINGDOM TRADE (PER CENT ON A YEAR EARLIER)

Year	Exports		Imports	
	Total	By air	Total	By air
1966	7	30	3	24
1967	—	10	8	18
1968	23	37	23	45
1969	14	18	5	16
1970	10	12	9	14
1970 1st half	14	13	8	11
2nd half	6	11	10	15
1971 1st half	10	17	9	7

TABLE 2. COMMODITY COMPOSITION OF EXPORTS

Selected divisions	2nd half 1970			1st half 1971		
	Total £m. fob	By air £m. fob	Per cent of total exports	Total £m. fob	By air £m. fob	Per cent of total exports
† 00 Live animals (excluding zoo animals, cats and dogs)	18.6	3.7	20	10.1	1.9	19
21 Hides, skins and furskins, undressed	26.6	11.7	44	26.1	11.5	44
51 Chemical elements and compounds	110.0	10.0	9	112.5	9.3	8
54 Medicinal and pharmaceutical products	71.6	29.9	42	82.4	31.7	38
55 Essential oils and perfume materials, toilet, polishing and cleansing preparations	34.1	1.6	5	34.6	1.5	4
61 Leather, leather manufactures, not elsewhere specified, and dressed furskins	24.7	9.6	39	27.6	10.6	38
62 Rubber manufactures, not elsewhere specified	44.5	1.9	4	49.7	1.9	4
65 Textile yarn, fabrics, made up articles and related products	199.7	20.2	10	205.4	17.6	9
66 Non-metallic mineral manufactures, not elsewhere specified	188.4	27.3	14	233.2	93.1	40
68 Non-ferrous metals	166.0	28.0	17	150.0	26.1	17
69 Manufactures of metal, not elsewhere specified	132.8	7.5	6	151.2	7.0	5
71 Machinery other than electric	826.3	141.0	17	939.2	142.5	15
72 Electrical machinery, apparatus and appliances	292.2	72.9	25	323.8	70.5	22
Ex 73 Transport equipment	500.3	45.1	9	620.5	48.3	8
84 Clothing, knitted or crochetted articles, including elastic or rubberised fabric and articles of fur	70.3	32.9	47	53.9	23.1	43
85 Footwear, gaiters and the like	19.9	3.4	17	15.3	2.2	14
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	107.8	36.3	34	121.6	35.6	29
89 Miscellaneous manufactured articles not elsewhere specified	159.0	41.6	26	165.5	42.0	25
All other goods	1,057.4	49.2	5	1,082.2	35.2	3
Total	4,050.1	573.9	14	4,404.8	611.6	14

† Figures shown under this heading, include horses exported temporarily for racing, breeding or other purposes.

UK TRADE BY AIR
continued

Germany and the Irish Republic. The major suppliers of imports carried by air to the United Kingdom, following the United States. are Western Germany, France, Switzerland and the Irish Republic.

Statistical note

The valuation of exports and imports in this article is on the Overseas Trade Statistics basis. While estimates for total trade are now published on a balance of payments basis in the monthly trade article, the adjustments to that basis are not available for the main commodity groups or trading areas nor for the analysis of trade by air.

Complete newly-built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made either in the totals of trade or in the figures of trade by air for under-recording of exports (see *Trade and Industry*, November 25, 1970, page 319).

Imports by parcel post are included in total imports but are not available for inclusion in the figures of imports by air.

Exports of parcel post are included both in total exports and in exports by air.

TABLE 5. EXPORTS TO, AND IMPORTS FROM VARIOUS AREAS BY AIR

	Exports			Imports		
	2nd half 1970 £m. fob	1st half 1971 £m. fob	Per cent of total	2nd half 1970 £m. cif	1st half 1971 £m. cif	Per cent of total
Sterling Area	106.5	128.1	21.0	100.5	127.7	20.0
North America	153.0	164.7	26.9	207.4	195.5	30.7
Latin America	12.6	11.5	1.9	4.7	5.3	0.8
Western Europe	249.7	250.4	40.9	219.7	238.8	37.4
Non-Sterling Middle East	16.0	22.8	3.7	5.5	6.9	1.1
Soviet Union and Eastern Europe	8.9	8.0	1.3	68.7	43.7	6.8
Rest of the World	27.1	26.1	4.3	25.6	20.1	3.2
Total	573.9	611.6	100.0	632.1	638.0	100.0

DEAR EDITOR . . .

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

TABLE 3. COMMODITY COMPOSITION OF IMPORTS

Selected divisions		2nd half 1970 Total £m. cif	2nd half 1970 By air £m. cif	2nd half 1970 Per cent of total imports	1st half 1971 Total £m. cif	1st half 1971 By air £m. cif	1st half 1971 Per cent of total imports
† 00	Live animals (excluding zoo animals, dogs and cats)	29.1	3.2	11	35.4	1.5	4
21	Hides, skins and furskins, undressed	35.7	18.1	51	33.0	11.6	35
28	Metalliferous ores and metal scrap	172.1	22.5	13	164.0	25.2	15
51	Chemical elements and compounds	122.9	17.2	14	119.7	17.9	15
54	Medicinal and pharmaceutical products	17.5	7.9	45	18.9	8.1	43
55	Essential oils and perfume materials, toilet polishing and cleansing preparations	11.0	2.6	24	14.3	2.7	19
61	Leather, leather manufactures, not elsewhere specified and dressed furskins	15.9	2.7	17	18.2	2.9	16
65	Textile yarn, fabrics, made up articles and related products	133.5	21.9	16	157.0	21.2	14
66	Non-metallic mineral manufactures, not elsewhere specified	186.7	110.0	59	200.0	132.1	66
68	Non-ferrous metals	290.2	12.7	4	241.6	14.7	6
69	Manufactures of metal, not elsewhere specified	50.7	10.6	21	55.8	9.9	18
71	Machinery, other than electric	440.7	157.0	36	451.8	152.2	34
72	Electrical machinery, apparatus and appliances	182.1	90.3	50	180.4	84.2	47
Ex 73	Transport equipment	122.3	16.9	14	181.5	16.9	9
84	Clothing, knitted or crochetted articles, including elastic or rubberised fabrics and articles of fur	67.3	18.2	27	83.7	15.9	19
85	Footwear, gaiters and the like	19.6	2.5	13	28.8	2.4	8
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	73.6	40.5	55	79.9	39.6	50
89	Miscellaneous manufactured articles, not elsewhere specified	118.4	47.7	40	127.9	51.6	40
	All other goods	2,460.7	29.5	1	2,730.0	27.2	1
	Total	4,550.1	632.1	14	4,921.9	638.0	13

† Figures shown under this heading, include horses imported temporarily for racing, breeding or other purposes.

TABLE 4. EXPORTS TO, AND IMPORTS FROM SELECTED COUNTRIES

	Exports						Imports					
	2nd half 1970			1st half 1971			2nd half 1970			1st half 1971		
Selected countries	Total £m. fob	By Air £m. fob	Per cent of total exports	Total £m. fob	By air £m. fob	Per cent of total exports	Total £m. cif	By air £m. cif	Per cent of total imports	Total £m. cif	By air £m. cif	Per cent of total imports
Western Germany	254.4	53.3	21.0	258.3	50.8	19.7	286.9	48.9	17.0	312.4	49.6	15.9
Netherlands	194.3	26.9	13.8	198.7	22.6	11.4	235.2	22.4	9.5	250.4	20.2	8.1
Belgium	143.6	14.1	9.8	166.8	30.2	18.1	98.2	12.0	12.2	108.7	15.3	14.1
France	168.1	48.5	28.9	191.8	50.1	26.1	179.5	41.3	23.0	222.9	46.9	21.0
Italy	119.4	26.5	22.2	123.1	25.0	20.3	129.1	19.0	14.7	143.0	15.1	10.6
Sweden	181.1	15.6	8.6	193.3	11.7	6.1	195.9	12.6	6.4	203.5	14.2	7.0
Denmark	105.4	7.1	6.7	117.4	6.0	5.1	145.7	4.6	3.2	143.2	4.3	3.0
Switzerland/Liechtenstein	104.4	23.4	22.4	114.4	22.3	19.5	102.1	35.1	34.4	113.8	44.3	38.9
Portugal	44.2	4.2	9.5	50.3	4.2	8.3	41.7	10.2	24.5	52.4	13.8	26.3
Austria	47.1	5.2	11.0	53.0	4.5	8.5	42.5	4.7	11.1	50.8	5.0	9.8
Spain	54.6	7.4	13.6	66.4	7.6	11.4	58.3	2.8	4.8	54.5	3.7	6.8
Irish Republic	195.5	30.5	15.6	229.4	52.1	22.7	179.3	18.7	10.4	224.8	44.1	19.6
United States of America	478.6	119.9	25.1	506.0	135.5	26.8	562.1	186.1	33.1	596.6	176.6	29.6
Canada	149.5	32.7	21.9	152.1	28.9	19.0	336.5	21.1	6.3	319.7	18.6	5.8
India	38.1	5.8	15.2	59.1	8.1	13.7	58.5	3.3	5.6	51.3	4.1	8.0
Australia	173.4	11.1	6.4	174.6	9.8	5.6	124.6	3.2	2.6	153.3	2.8	1.8
Republic of South Africa	171.9	10.7	6.2	206.0	10.3	5.0	119.5	20.8	17.4	118.5	20.7	17.5
Japan	72.7	20.3	27.9	80.3	20.1	25.0	75.8	8.5	11.2	91.0	9.3	10.2
Total	2,696.3	463.2	17.2	2,941.0	499.7	17.0	2,971.4	475.2	16.0	3,210.7	508.5	15.8
All other countries	1,353.8	110.6	8.2	1,463.7	111.9	7.6	1,578.7	156.9	9.9	1,711.1	129.5	7.6
Grand Total	4,050.1	573.9	14.2	4,404.8	611.6	13.9	4,550.1	632.1	13.9	4,921.9	638.0	13.0

Index of industrial production for August

THE provisional estimate index of production for August 1971, prepared by the Central Statistical Office, is 125.6 (seasonally adjusted). For manufacturing industry alone the figure is 126.8.

For the three months June to August 1971, it is provisionally estimated that production as a whole was 1.3 per cent higher than in the revised figures for the preceding three months, March to May 1971; for manufacturing industries alone there was an increase of 1.1 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco						Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113.2	90.1	114.2	108.7	106.8	112.3	121.8	123.4	116.0	122.6	121.9	120.6	93.2	111.7	110.3
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.8	124.8	139.3	149.2	127.2	131.3	146.6	144.0	85.4	118.6	119.4
1970	124.1	78.3	127.1	121.5	117.0	130.2	151.1	158.0	128.1	134.9	152.3	148.6	86.1	115.9	115.4
1969 2nd quarter	123.3	81.2	125.7	118.2	115.0	124.2	136.8	147.7	127.0	130.7	152.5	140.4	85.3	121.0	119.0
3rd quarter	123.2	81.2	126.3	118.7	114.5	126.9	138.7	151.8	129.2	132.8	147.9	148.5	84.8	121.6	118.2
4th quarter	123.5	76.9	126.7	122.1	119.2	127.8	142.8	152.7	128.1	133.8	143.1	145.2	86.0	118.3	119.8
1970 1st quarter	123.8	80.2	126.6	118.2	114.4	125.9	150.0	151.3	128.3	134.5	154.1	147.2	85.6	119.2	113.4
2nd quarter	123.5	79.3	126.1	121.3	115.4	132.9	145.3	158.3	127.3	134.8	157.0	147.7	84.7	114.1	114.5
3rd quarter	124.3	78.8	127.3	122.8	118.7	130.8	153.0	160.2	127.0	135.1	147.8	148.0	86.8	111.0	117.5
4th quarter	124.6	74.8	128.4	123.5	119.5	131.2	155.8	162.0	129.7	135.2	150.1	151.3	87.1	119.2	116.1
1971 1st quarter	124.5	82.4	126.7	121.3	116.8	129.8	157.8	159.0	126.9	133.9	158.5	154.5	86.1	113.8	103.4
2nd quarter	126.3	82.1	127.8	124.1	117.3	137.1	158.9	160.3	130.6	136.5	152.8	158.0	83.6	121.6	106.6
March	122.8	82	124.4	123	117	134	154	162	122	133	156	153	86	102	100
April	125.4	83	126.6	124	116	139	159	157	128	136	149	153	84	119	103
May	126.0	82	128.3	123	117	135	166	156	133	136	154	159	84	128	110
June	127.5	81	128.5	125	119	137	153	168	131	138	156	161	84	118	107
July p	125.9	79	128.3	127	121	139	151	159	130	136	158	159	83	116	111
August p	125.6	79	126.8	123	120	130	152	158	128	133	155	155	83	123	103
March-May (av.)	124.7	82	126.4	123	117	136	159	158	128	135	153	155	84	116	104
June-August (av.) p	126.3	80	127.9	125	120	135	152	162	130	136	156	158	83	119	107

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textile, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111.3	112.4	107.7	106.8	107.6	101.5	105.8	115.8	117.8	112.2	109.6	114.6	119.8	115.3	116.9
1967	104.7	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.2	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	118.9	136.2
1970	114.9	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.6	115.7	143.8
1969 2nd quarter	116.2	116.9	114.1	117.1	125.5	94.5	103.3	129.4	129.1	132.3	108.3	122.5	143.6	121.8	133.7
3rd quarter	112.5	114.0	107.6	115.1	122.4	93.9	103.1	128.0	127.5	130.1	110.5	124.8	145.7	118.2	132.4
4th quarter	114.3	118.0	102.5	114.1	123.2	90.9	101.3	126.0	124.2	129.2	112.8	125.2	141.1	117.2	138.9
1970 1st quarter	116.5	119.0	108.5	115.1	123.2	91.6	102.1	122.3	117.1	131.8	106.6	123.6	144.2	114.8	146.1
2nd quarter	115.1	117.0	109.0	115.8	123.9	93.7	102.6	121.8	122.1	121.3	115.0	120.3	142.3	117.7	141.6
3rd quarter	113.8	115.8	107.4	117.7	126.8	93.6	102.6	128.8	126.5	132.9	113.2	120.5	146.2	116.6	143.6
4th quarter	114.0	114.6	112.0	117.8	125.9	92.8	105.0	127.9	123.8	135.1	119.7	117.6	149.5	113.7	143.8
1971 1st quarter	111.0	112.4	106.5	117.4	125.5	90.6	104.7	131.5	131.5	131.3	118.7	111.6	146.3	116.4	148.9
2nd quarter	101.6	101.6	101.3	117.0	124.3	87.6	106.3	134.4	132.8	137.4	117.9	117.2	150.0	120.1	157.5
March	104	106	99	116	124	89	104	133	134	131	111	112	149		150
April	105	106	102	116	122	88	107	133	134	133	122	117	151		157
May	105	104	106	120	126	87	112	134	131	138	118	116	145		148
June	95	95	97	115	124	88	100	137	134	141	114	119	154		168
July p	108	110	102	119	126	88	108	128	128	128	109	115			152
August p	102	102	100	116	123	89	106	136	131	145	110	117			164
March-May (av.)	105	105	102	117	124	88	108	133	133	134	117	115	146†		152
July-August (av.) p	102	102	100	117	125	88	105	134	131	138	111	117	150†		161

† Latest available 3 months (April-June) and previous 3 months (January-March).

UK computer market in the second quarter of 1971

FIGURES published by the Department of Trade and Industry reveal that output of computers in terms of current prices was about the same in the second quarter of 1971 as in the first quarter.

Including repair and maintenance, and deliveries of factored equipment, total output in the second quarter was £69.2 million, compared with £70.6 million in the first quarter and £74.7 million in the second quarter of 1970.

For the first half year, therefore, output amounted to £140 million, compared with £143 million in the first half of 1970.

So far as hardware alone is concerned, total deliveries were £62.5 million in the second quarter of 1971 against £64.3 million in the first quarter and £70 million in the second quarter of 1970.

The position at the half year may be summarised thus:

DELIVERIES OF COMPUTER HARDWARE (£M CURRENT PRICES)

	British made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1970 1st half	59.4	40.8	100.2	32.5	0.2	32.7	91.9	41.0	132.9
1971 1st half	61.0	40.4	101.4	25.1	0.3	25.4	86.1	40.7	126.8
Change £M	+1.6	–0.4	+1.2	–7.4	+0.1	–7.3	–5.8	–0.3	–6.1
Per cent	+3	–1	+1	–23	+50	–22	–6	–7	–5

Deliveries of British-made equipment, both in total and to the home market, were slightly higher, offset by a small fall in exports. However, there was a sharp drop in deliveries of factored equipment to the home market. Total deliveries for the first half of 1971 were 5 per cent lower than in the corresponding period in 1970.

Full details of output and deliveries in current price terms appear in Tables 1, 2 and 3.

Exports steady

Although deliveries for export were almost unchanged from the first half of 1970 they were well below the level of the second half of that year. In relative terms, exports as a proportion of total deliveries fell from 34 per cent in the second half of 1970 to 32 per cent in the first half of 1971.

Size of systems delivered

Columns 2 and 3 of Table 1 show the value of digital systems delivered. The figures may be broken down as follows:

DIGITAL COMPUTER SYSTEMS DELIVERED, 2nd QUARTER 1971

	Home		Export	
Size of system	No.	Value £'000	No.	Value £'000
Under £5,000	36	115	94	399
£5,000– £19,000	101	882	10	82
£20,000– £49,000	14	354	31	815
£50,000–£119,000	33	2,118	64	4,342
£120,000–£249,000	24	4,269	18	3,372
£250,000–£499,000	14	4,576	5	1,482
£500,000–£999,000	5	3,929	1	593
Over £1 million	1	1,140	–	–
Unclassified	232	5,297	–	–
Total	460	22,680	223	11,085

TABLE 1. TOTAL DELIVERIES OF ELECTRONIC COMPUTERS

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total output		Goods Sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1970	171,319	55,698	2,364	126	20,035	9,036	14,674	5,929	87,780	26,142	296,172	96,931	20,840	61	200	384	317,596	97,113	13,779
1969 Q1	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11 282	3,522
Q2	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
Q3	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
Q4	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 Q1	35,808	11,700	179	79	2,995	1,307	2,770	948	21,090	5,844	63,090	19,878	4,981	10	24	100	68,195	19,955	3,547
Q2	41,078	11,685	291	34	5,028	2,126	3,130	1,178	20,246	6,064	69,773	21,087	4,858	17	22	63	74,716	21,104	2,589
Q3	49,559	16,479	1,641	6	6,237	2 520	3,993	1,829	23,123	6,121	84,553	26,955	5,130	15	53	84	89,820	26,978	3,339
Q4	44,874	15,834	253	7	5,775	3,083	4,781	1,974	23,073	8,113	78,756	29,011	5,871	19	101	137	84,865	29,076	4,304
1971 Q1*	32,018	8,593	162	10	3,710	1,363	2,967	377	25,398	9,025	64,255	19,368	6,157	17	135	55	70,602	19,385	3,331
Q2*	33,765	11,085	6	—	4,403	1,511	3,346	841	20,993	7,949	62,513	21,386	6,504	14	70	135	69,222	21,438	2,513

*Provisional

TABLE 2. DELIVERIES OF ELECTRONIC COMPUTERS (BRITISH MADE)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronics Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1970	123,437	55,519	779	124	18,092	9,010	14,344	5,929	66,898	26,058	223,550	96,640	16,186	61	200	326	240,262	96,822	13,778
1969 Q1	19,291	7,169	604	102	1,270	199	2,386	103	8,287	3,465	31,838	11,038	2,801	229	7	30	34,676	11,267	2,742
2	19,282	7,877	670	114	1,741	544	1,829	742	11,214	5,021	34,736	14,298	3,364	385	3	32	38,135	14,683	1,519
3	26,329	11,238	750	198	1,600	657	1,148	400	11,612	4,939	41,439	17,432	3,243	266	18	3	44,703	17,698	1,882
4	21,694	10,086	551	84	3,307	1,573	4,041	1,558	13,607	5,991	43,200	19,292	3,416	130	20	22	46,658	19.422	2.077
1970 Q1	26,539	11,575	144	79	2,706	1,304	2,770	948	16,940	5,818	49,099	19,724	3,720	10	24	90	52,933	19,801	3,546
Q2	28,224	11,643	291	34	4,772	2,123	2,817	1,178	14,956	6,057	51,060	21,035	3,898	17	22	57	55,037	21,052	2,589
Q3	38,495	16,479	141	6	5,490	2,501	3,976	1,829	16,483	6,112	64,585	26,927	3,883	15	53	61	68,582	26,950	3,339
Q4	30,179	15,822	203	5	5,124	3,082	4,781	1,974	18,519	8,071	58,806	28,954	4,685	19	101	118	63,710	29,019	4,304
1971 Q1*	23,085	8,593	157	10	2,917	1,353	2,949	377	21,877	9,022	50,985	19,355	4,899	17	135	42	56,061	19,372	3,331
Q2*	26,207	10,900	6	—	3,764	1,497	3,346	841	17,091	7,836	50,414	21,074	5,403	14	70	135	56,022	21,126	2,513

Orders on hand

The orders on hand in Table 4 amounted at June 30, 1971, to £270 million, the lowest figure since the end of 1969. Although orders on hand for British-made equipment were lower for both home and export markets, there was a small increase in the home market for factored equipment from the end of March figure.

Net new orders

The figures for net new orders may be derived from deliveries and orders on hand:

NET NEW ORDERS FOR ELECTRONIC COMPUTERS (£M CURRENT PRICES)

	1969			1970			1971		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	33.2	19.6	52.8	64.2	27.6	91.8	26.7	18.4	45.1
2nd quarter	51.9	29.9	81.8	43.5	35.7	79.2	34.0	15.8	49.8
3rd quarter	36.2	18.0	54.2	39.8	24.0	63.8			
4th quarter	47.3	24.3	71.6	39.2	29.2	68.4			

It would appear that there has been some increase in the rate of order-taking in the second quarter.

Employment

Numbers employed at the June 30, 1971, showed a further slight fall from the March figure.

Background notes

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output in incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the attached tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is, in fact, imported.

The principle used throughout the computer inquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry, etc. Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field—work which is carried out by skilled specialists. The values shown in Tables 1, 2 and 3 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 3 is that carried out on factored machines in the UK only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 3 relates only to work in the UK.

Goods sold to other UK computer manufacturers covers the cases mentioned above where the output of one firm is the input to another. The amount involved is shown separately.

The values of deliveries for export of computers and peripheral equipment shown in Table 2 differ from the figures published in the Overseas Trade Accounts covering UK exports of these items. Similarly, the values of factored equipment in Table 3 differ from UK imports shown in the OTA. This is mainly because that production and trade are necessarily evaluated on different bases.

TABLE 3. DELIVERIES OF ELECTRONIC COMPUTERS (FACTORED)

£ thousand, current prices

	Digital Computing System		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account (a)		Total Output		Goods sold to other UK Mfrs
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1970	47,882	179	1,585	2	1,943	26	330	—	20,882	84	72,622	291	4,654	—	—	58	77,334	291	1
1969 Q1	6,118	12	—	—	780	1	—	—	5,432	2	12,330	15	598	—	—	—	12,928	15	780
Q2	6,750	—	1,014	—	629	7	—	—	5,937	2	14,330	9	532	—	—	—	14,862	9	1,403
Q3	5,709	33	64	—	548	6	—	—	3,602	82	9,923	121	778	—	1	—	10,702	121	952
Q4	14,559	78	244	20	307	10	—	—	4,347	5	19,457	113	1,035	—	—	2	20,494	113	252
1970 Q1	9,269	125	35	—	289	3	—	—	4,398	26	13,991	154	1,261	—	—	10	15,262	154	1
Q2	12,854	42	—	—	256	3	313	—	5,290	7	18,713	52	960	—	—	6	19,679	52	—
Q3	11,064	—	1,500	—	747	19	17	—	6,640	9	19,968	28	1,247	—	—	23	21,238	28	—
Q4	14,695	12	50	2	651	1	—	—	4,554	42	19,950	57	1,186	—	—	19	21,155	57	—
1971 Q1*	8,933	—	5	—	793	10	18	—	3,521	3	13,270	13	1,258	—	—	13	14,541	13	—
Q2*	7,558	185	—	—	639	14	—	—	3,902	113	12,099	312	1,101	—	—	—	13,200	312	—

(a) Work done in UK only *Provisional

TABLE 4. ORDERS ON HAND FOR ELECTRONIC COMPUTERS AND PERIPHERALS

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 31st December	126.9	97.5	29.4	99.2	71.3	27.9	27.7	26.2	1.5
1967 31st December	188.3	157.0	31.3	128.1	97.9	30.2	60.2	59.1	1.1
1968 31st December	241.3	200.9	40.4	150.6	110.2	40.4	90.7	90.7	–
1969 31st December	294.7	224.7	70.0	185.1	115.4	69.7	109.6	109.3	0.3
1970 31st March	323.4	245.7	77.7	202.8	125.1	77.7	120.6	120.6	–
30th June	332.9	240.5	92.4	218.6	126.2	92.4	114.3	114.3	–
30th September	312.2	222.7	89.5	212.6	123.1	89.5	99.6	99.6	–
31st December	301.9	212.1	89.8	207.4	117.6	89.8	94.5	94.5	–
1971 31st March	282.7	193.9	88.8	194.6	106.1	88.5	88.1	87.8	0.3
30th June	270.0	186.8	83.2	179.7	96.5	83.2	90.3	90.3	–

TABLE 5. NUMBERS EMPLOYED IN UK ELECTRONIC COMPUTER INDUSTRY

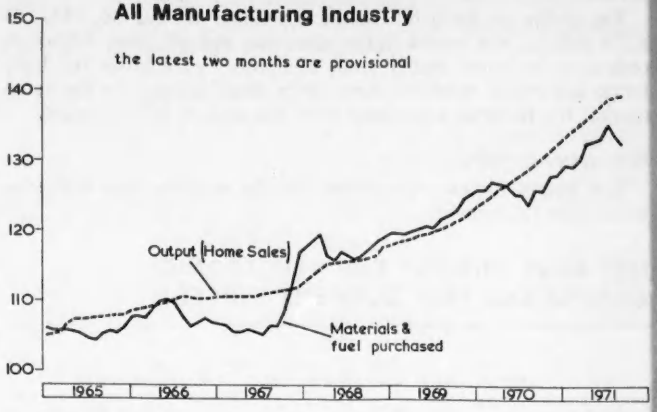
	Total	R & D	Manu-facturing	Sales	Other
1966 31st December	35,800	3,600	15,300	4,700	12,200
1967 31st December	41,600	4,800	17,000	5,600	14,200
1968 31st December	45,100	4,900	17,800	5,500	16,900
1969 31st December	48,800	5,700	19,000	5,800	18,300
1970 31st March	49,200	6,100	18,700	5,500	18,900
30th June	51,500	6,400	20,000	5,600	19,500
30th September	52,100	6,500	20,700	5,800	19,100
31st December	52,400	6,400	20,300	5,900	19,800
1971 31st March	51,600	6,500	19,600	5,700	19,800
30th June	51,500	6,500	19,900	5,600	19,500

Slight increase in output prices in September

THE provisional price index for home sales of manufactured products edged upwards in September. The increase was less than in August, which was itself under half the monthly average increase of the previous twelve months.

The provisional price index for basic materials and fuel purchased by manufacturing industry fell 1 per cent in September, about the same as in August, after rising fairly steadily between February and July. As in August the decrease mainly reflected lower prices of food materials, but prices of a number of imported non-food materials, including copper, lead and wool, were also lower.

CHART 1
All Manufacturing Industry



Materials and fuel purchased by selected broad sectors of industry (Table 1)

The index for the food manufacturing industries fell in both August and September, 2½ per cent in all. Index numbers for non-food sectors tended to level off or fall back in August after rising substantially in the first seven months of the year. This reflected a generally slower rate of increase in prices of home produced materials together with reductions in some import prices. Index numbers for the chemicals, mechanical engineering and electrical industries fell a little in both August and in September; the index for the steel industries fell a little in August and was unchanged in September. Those for the textiles, clothing and footwear and timber industries have changed little since July. The index for the paper industries fell ½ per cent in September, because of lower sterling prices for woodpulp, unchanged in the currencies of quotation.

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of February 24, 1971.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED

1963=100

1968 SIC		1970		1971			1970	1971							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug. p	Sept. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	124.9	127.3	129.7	133.1	133.9	125.9	129.2	130.4	132.9	133.0	133.5	135.3	133.8	132.5
	Basic materials	124.9	126.8	129.0	131.5	132.3	126.0	128.4	129.5	131.3	131.2	131.9	134.0	132.2	130.7
	†Fuel	124.8	129.9	133.8	143.0	143.4	125.1	133.5	135.3	142.3	143.4	143.4	143.4	143.4	143.4
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink, and tobacco manufacturing industries	127.0	127.8	131.2	137.3	137.9	127.4	130.6	133.2	137.2	137.3	137.4	138.9	137.9	136.9
	Basic materials other than fuel	127.5	127.3	130.7	136.0	136.6	127.9	130.0	132.7	136.1	135.9	136.0	137.9	136.6	135.4
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211-229	Food manufacturing industries	121.6	126.5	127.4	126.0	127.9	123.3	126.9	125.6	125.3	125.4	127.1	129.7	127.9	126.3
Order V	Chemicals and allied industries	123.7	127.8	131.3	133.8	135.6	124.2	131.3	132.3	133.1	133.4	134.8	136.0	135.7	135.1
311 and 312	Steel industries	127.8	131.7	135.4	140.8	140.9	130.8	135.3	136.3	139.7	141.3	141.4	141.2	140.8	140.8
Order VII (excluding MLH 342)	Mechanical engineering industries	137.2	138.9	140.5	147.2	148.1	137.3	140.0	141.5	146.2	147.6	147.9	148.3	148.1	147.9
Order IX	Electrical engineering industries	150.7	146.0	146.9	153.6	151.9	149.2	146.0	150.1	155.8	153.3	151.8	152.8	152.1	150.8
361	Electrical machinery industry	147.0	146.2	147.4	153.8	153.8	146.4	146.6	149.1	153.9	153.9	153.6	154.2	153.8	153.4
Order XIII	Textile industries	104.3	103.8	105.6	108.6	110.2	103.6	105.4	106.3	107.4	108.8	109.7	110.2	110.5	110.0
Order XV	Clothing and footwear industries	121.6	122.6	124.0	126.4	128.0	122.0	124.0	124.5	125.4	126.4	127.5	128.0	128.0	128.2
Order XVII	Timber industries	135.6	137.4	139.9	142.8	143.8	136.1	139.9	140.7	142.1	143.0	143.3	143.7	143.9	143.9
481 to 484	Paper industries	135.5	137.3	139.7	141.6	141.9	135.9	139.8	140.1	141.3	141.8	141.7	142.1	142.1	141.5
Order XX	Construction materials	130.4	133.1	136.0	141.5	144.3	130.6	136.1	137.5	139.3	142.1	143.0	143.9	144.4	144.5
Part of Order XX	House building materials	132.9	135.5	138.4	143.0	145.9	133.3	138.5	139.8	141.5	143.5	144.1	145.3	146.1	146.2

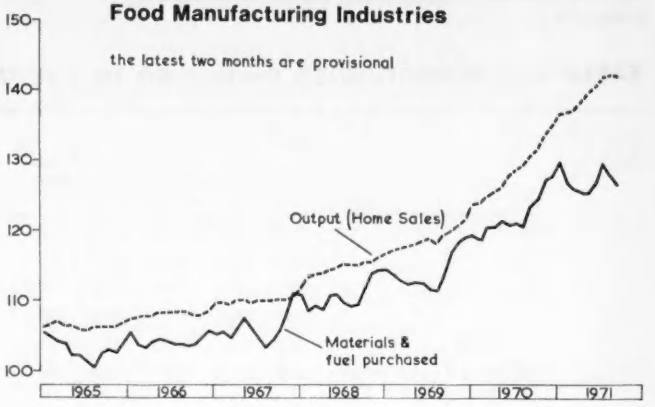
† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 2

Manufacturing Industry (other than food,drink & tobacco)

CHART 3

Food Manufacturing Industries



Output of selected broad sectors of industry: Home sales (Table 2)

There was a slight, probably seasonal, fall in the provisional index for the food manufacturing industries in September; index numbers for most other sectors rose a little.

Changes in index numbers for all broad sectors between July and September have been in contrast to average monthly changes this year prior to July. The index for the food manufacturing industries was the same in September as in July, after increases averaging ¾ per cent a month before July. Steel prices have been little changed since the last general increase in April. For most of the other broad sectors, the average monthly increases between July and September were under half their rate in the first seven months of the year.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963=100

1968 SIC		1970		1971			1970	1971							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug. p	Sept. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	129.7	132.8	135.8	138.7	140.7	130.3	135.7	136.5	137.7	138.8	139.5	140.5	140.8	140.9
	Home sales	128.7	131.4	134.4	137.2	139.2	129.4	134.5	135.1	136.3	137.3	138.0	139.0	139.3	139.4
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries:														
	Total sales	128.0	131.2	134.4	137.7	140.6	128.6	134.3	135.3	136.7	137.8	138.7	139.7	141.1	141.1
	Home sales	125.7	128.4	131.7	135.0	137.2	126.4	131.7	132.6	134.0	135.0	135.9	136.9	137.3	137.5
	Output of Selected Broad Sectors of Industry														
211 to 229	Products of the food manufacturing industries: Home sales	129.4	133.2	136.8	139.4	141.8	130.6	136.7	137.0	138.1	139.7	140.4	141.7	142.0	141.7
Order V	Chemicals and allied industries:														
	Total sales	116.4	118.3	121.4	122.5	124.5	116.6	121.9	121.9	122.2	122.1	123.2	124.3	124.6	124.6
	Home sales	112.3	113.7	117.4	119.7	121.3	112.6	118.0	118.4	119.4	119.6	120.2	121.0	121.4	121.5
311 and 312	Steel industries:														
	Total sales	130.2	134.4	134.8	141.5	142.3	130.7	134.7	135.0	139.9	142.6	142.1	142.2	142.2	142.2
	Home sales	129.6	133.8	134.7	142.7	143.8	129.8	134.7	134.8	140.5	143.7	143.8	143.9	143.8	143.8
Orders VII to XII	Engineering and allied industries:														
	Total sales	130.1	134.2	137.5	141.2	143.8	131.1	137.4	138.6	140.0	141.1	142.6	143.5	143.8	144.0
	Home sales	129.3	132.0	134.9	138.4	140.5	130.0	134.8	135.8	137.4	138.4	139.5	140.3	140.6	140.8
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	133.5	136.8	139.9	143.3	146.2	134.5	139.9	140.8	141.9	143.3	144.6	145.8	146.3	146.6
Order XI	Electrical engineering: Home sales	127.7	130.2	133.3	134.7	136.0	128.2	133.2	133.4	134.6	134.4	135.0	135.8	136.0	136.1
Order XIII	Textile industries:														
	Total sales	117.9	118.8	120.3	122.3	123.8	118.1	120.1	120.8	121.6	122.7	122.6	123.7	123.8	123.9
	Home sales	117.1	117.8	119.1	120.8	122.4	117.4	119.1	119.6	120.1	120.8	121.6	122.3	122.4	122.6
Order XV	Clothing and footwear: Home sales	115.7	118.8	120.6	121.6	122.9	116.0	120.7	121.0	121.2	121.7	121.8	122.6	122.9	123.2
Order XVII	Timber industries: Home sales	132.0	134.5	140.2	142.0	144.8	132.6	140.7	141.1	141.6	142.1	142.4	144.4	144.8	145.3
481 to 484	Paper industries: Home sales	132.6	135.4	137.8	139.2	140.3	134.2	137.7	138.8	139.2	139.2	139.4	140.0	140.4	140.5
Order XX	New construction‡	133	135	138	142		133		138			142			

‡ Index of building costs related to average for the quarter.

(continued on next page)

WHOLESALE PRICE INDEX NUMBERS

continued

TABLE 3(a) COMMODITIES PRODUCED IN THE UNITED KINGDOM

1963=100

1968 SIC		1970	1971			
		Sept.	Mar.	July	Aug. p	Sept. p
101	Coal	127.9 r	145.7	155 6	155.7	155.6
102/2	Slates	120.6	150.5	150.5	150.5	..
109/3	Salt	98.9	104.6	114.2	114.2	114.2
211	Flour	122.5	130.1	130.1	130.1	130.1
216	Sugar refined	94.9	101.7	108.5	109.6	107.8
217	Chocolate and sugar confectionery	138.6	141.0	147.5	149.4	148.9
231	Beer	146.0	152.5	154.3	154.3	154.3
240	Tobacco and cigarettes	138.8	139.9	139.9	139.9	139.9
262	Motor spirit, Two Star (including duty)	147.5	155.0	155.0	155.0	155.0
262	Medium fuel oil (950 secs.)	115.1	141.1	141.1	141.1	141.1
263	Lubricating oil and grease	114.4	123.6	132.4	132.4	132.4
271	General chemicals	108.5	114.2	115.7	115.8	115.7
272	Pharmaceutical chemicals	107.7	112.0	115.4	115.3	115.5
272	Pharmaceutical preparations	97.4	98.5	102.5	103.0	103.3
273	Toilet preparations	133 6	136.8	143.5	144.8	144.8
274	Paint	111.8	123.9	125.8	126.1	126.1
275	Soap	134.5	139.1	141.7	142.9	143.7
275	Soapless detergents	112.5	114.1	117.5	117.7	117.8
276/1	Synthetic resins and plastics materials	100.5	103.5	103.9	103.8	103.8
279/7	Photographic paper and films and photochemical materials	124.7	127.3	128.6	131.2	131.3
311/2	Steel sheets	121.9	128.1	135.4	135.4	135.4
311/2	Tinplate	126.5	134.2	143.2	143.2	143.2
311/2	Other finished steels	130.5	134.8	144.0	144.0	144.0
312	Steel tubes	139.9	146.8	158.4	158.4	158.4
312/3 and 313/4	Iron castings	131.2 r	138.7	147.3	147.7	147.7
321	Aluminium and aluminium alloy products:					
	Rolled	143.2	148.9	148.9	148.9	148.9
	Extruded and drawn	142.1	152.0	152.0	152.0	152.0
	Castings	153.0	162.9	160.8	160.8	160.8
	Forgings	133.4	140.0	140.0	140.0	140.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	236.7	212.5	202.0	199.9	193.9
331	Agricultural machinery	129.0	133.8	138.9	139.1	140.0
337/2	Cranes	128.1	130.7	135.1	135.1	134.7
353/1	Dental goods	140.8	141.3	145.3	146.2	146.5
365/1	Gramophone records, etc.	106.5	111.6	111.7	112.0	112.1
368	Domestic electrical appliances	112.0	116.9	118.9	118.9	119.0
391	Tools and implements	140.0	148.5	151.0	151.0	151.2
392	Cutlery, spoons and forks	132.6	139.9	142.6	143.0	143.5
	Cutlery (other than razors and razor blades)	136.2	147.4	148.7	148.9	148.9
	Spoons and forks	157.3	169.0	169.6	170.3	170.3
399/6	Domestic hollow-ware	160.3	177.6	181.1	181.2	182.3
399/7	Vats, tanks, cisterns and other industrial hollow-ware	132.7	136.1	147.7	147.7	147.7
411	Man-made fibres	90.8	92.6	92.6	92.7	92.7
412, 414/5 and 415	Man-made fibres yarns	110.9	114.5	117.7	117.8	117.9
412/1	Cotton and cotton mixture yarns	145.0	148.1	156.4	157.9	..
413/1	Cotton cloth	147.6	149.4	154.8	154.9	..
413/5	Man-made fibres fabrics	115.4	117.2	120.9	120.8	121.1
413/6	Linen	140.9	142.8	145.2	145.4	145.4

1968 SIC		1970	1971			
		Sept.	Mar.	July	Aug. p	Sept. p
414/1	Wool tops	76.4	72.6	75.1	74.6	72.4
414/2	Worsted yarns	100.1	97.1	102.3	102.0	100.8
415/1	Jute yarn	157.9	155.9	175.4	175.4	175.4
415/2	Jute piece-goods	147.0	147.0	161.5	161.5	161.5
416	Rope, twine and net	105.8	111.3	113.3	113.4	113.4
417	Hosiery and other knitted goods	99.6	100.8	100.9	101.1	101.1
419	Carpets and rugs	121.0	123.9	126.1	126.2	126.4
422/2	Canvas goods and sacks	116.7	117.9	123.0	123.6	123.6
431/1	Leather for footwear	135.7	134.0	138.2	138.0	..
432/1	Travel goods	126.9	134.7	135.3	135.7	135.7
441-449	Made-up clothing	115.5	120.9	122.0	122.2	122.3
441	Weatherproof outerwear	109.5	112.1	112.9	112.9	113.5
442	Men's and boy's tailored outerwear	112.3	124.2	125.0	125.2	125.2
443	Women's and girls' tailored outerwear	119.0	120.8	124.1	124.0	123.9
445/1	Women's and girls' light outerwear	117.6	118.9	119.1	119.1	119.1
450	Footwear	116.8	120.9	123.4	123.8	124.3
461/1	Refractory goods, including bricks	127.7	137.6	139.7	140.6	140.6
461/2	Non-refractory goods including bricks	127.0	134.2	136.7	138.9	139.0
	Building bricks, fletton common, *delivered*	145.8	145.8	147.7	156.4	156.4
	Building bricks, common other than fletton, *ex-works*	133.0	145.1	148.6	149.4	149.8
462/3	Domestic china and earthenware	145.3	151.4	163.3	163.5	163.5
461/1	Glass (other than containers)	125.1	131.3	137.4	137.5	137.5
463/2	Glass containers	124.4	132.2	141.6	142.5	142.5
464	Cement, delivered	126.9	137.8	163.3	163.3	163.3
469/1	Abrasive paper and cloth	128.8	128.8	134.4	134.4	134.4
469/2	Cast stone and cast concrete products	118.4	125.5	131.3	131.4	131.4
471/1	Home-grown hardwood sawn	123.2	127.7	130.4	130.5	130.5
471/2	Building joinery	141.6	152.6	159.9	159.9	159.9
472	Domestic furniture	129.2	136.2	139.3	139.9	140.2
473	Bedding, etc.	134.0	144.5	146.8	148.2	149.2
481	Paper and board	131.1	135.7	136.3	136.6	136.7
482/1	Cardboard boxes, cartons and fibreboard packing cases	142.5	145.9	148.8	149.6	149.6
482/2	Packaging products of paper, etc.	128.9	133.2	134.1	134.1	134.1
	Paper bags	131.5	133.1	133.1	133.1	133.1
483	Manufactured stationery	138.9	145.7	147.2	147.7	147.7
484/1	Wallpaper	145.3	149.1	157.9	157.9	157.9
491/1	Rubber tyres and tubes	122.4	132.4	135.8	135.9	136.1
491/2	Rubber goods (other than tyres and tubes)	128.5	137.1	140.5	140.5	140.5
492	Linoleum and felt base	139.9	148.5	153.0	153.0	153.0
493	Brushes and brooms	126.7	130.8	132.3	132.3	132.3
494/1	Toys and games	128.5	138.1	141.7	143.0	143.0
494/2	Perambulators, etc.	125.1	134.8	141.5	142.1	142.1
494/3	Sports equipment	117.1	122.1	122.3	122.3	..
495/1	Pens and pencils	118.3	125.6	128.5	129.0	129.0
495/2	Other stationers goods	123.0	130.0	130.2	130.2	130.2
496/2	Plastics products (other than components and accessories)	99.6	103.7	104.1	104.2	104.3

TABLE 3(b) COMMODITIES WHOLLY OR PARTLY IMPORTED INTO THE UNITED KINGDOM 1963=100

	1970	1971			
	Sept.	Mar.	July	Aug.	Sept.
Hides and skins	128.7	127.4	139.9	139.8 p	140.3 p
Imported	128.5	135.8	146.4	145.6 p	145.4 p
Native	129.0	116.0	131.0	132.1	133.2
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	144.4	144.4	144.4	144.4
Copper, ex-ship wharf or warehouse†	225.3	206.4	200.5	195.7	185.4
Lead, ex-ship, wharf or warehouse†	189.9	178.3	174.5	170.2	155.5
Nickel refined, delivered	187.0	194.2	194.2	194.2	194.2
Tin ingot, min. 99.75%†	169.5	164.1	160.7	158.5	158.2
Zinc, ex-ship, wharf or warehouse†	165.3	156.3	175.0	175.2	165.8
Oils, resins and gums:					
Palm oil, c.i.f., in bulk	113.6	134.7	120.4	132.5	131.7
Whale oil, crude	175.8	178.1	125.9	125.9	125.9
Natural rubber	81.9	76.6	71.5	69.7 p	69.6 p
Sulphur, crude c.i.f. (for acid making)	124.9	124.9	112.7	112.7	112.7

	1970	1971			
	Sept.	Mar.	July	Aug.	Sept.
Textiles:					
Cotton, raw	109.3	114.9	122.0	126.9	129.0
Jute, raw, PWC grades, c.i.f. Dundee	158.8	159.3	166.9	165.5	164.3
Jute, raw, PWB grade c.i.f. Dundee	146.5	146.3	154.3	152.6	151.2
Silk, raw, delivered mill	165.0	158.6	149.8	150 2	152.5 p
Sisal, East Africa, No. 1 grade, c.i.f. London	44.0	51.4	54.3	..	..
Wool, raw	70.2	68.1	71.4	70.9	69.0 p
Crossbred, medium and course, c.i.f. UK	61.4	65.9	70.3	69.8	66.5
Crossbred, fine, c.i.f. UK	70.9	69.2	72.8	71.5	69.7
Merino, c.i.f. UK	74.8	69.8	73.9	73.9	72.3
Timber:					
Imported hardwood (ex-yard or wharf)	139.9	144.0	146.5	146 9 p	147.0 p
Imported plywood (delivered to consumers)	142.9	145.6	..	..	..
Imported softwood (delivered to consumers) ‡	140.3	143.6	145.0	..	..
Woodpulp, imported	147.0	149.9	150.4	150.4p	148.9 p

† LME settlement price
‡ Revised Figure June 1971 = 144.9
§ Producers' price

Index Numbers of Wholesale Prices

The index numbers of wholesale prices relating to 1963 = 100 supersede those previously published on the base 1954 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of charges in the costs of materials, the DTI will continue to publish indices relating to materials purchased by broad sectors of industry on the base 1954 = 100 until December 1971. From January 1969 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1963 = 100 Series. For users of other 1954 based index numbers who wish to continue the series in this way, conversion factors will be provided on request.

Price Index Numbers of Materials purchased 1954=100

1958 SIC		1971		
		July	Aug. p	Sept. p
	Materials and fuel purchased by manufacturing industry			
Orders III to XVI	Basic materials and fuel purchased by manufacturing industry	138.6	137.0	135.7
	Basic materials	131.9	130.2	128.7
	Fuel	190.3	190.3	190.3
Orders IV to XVI	Basic materials and fuel purchased by manufacturing industry other than food, drink and tobacco manufacturing industries	142.5	141.5	140.5
	Basic materials other than fuel	134.2	133.1	131.9
	Materials and fuel purchased by selected broad sectors of industry			
211 to 229	Food manufacturing industries	131.9	130.1	128.4
263 to 277	Chemicals and allied industries	146.1	145.8	145.2
331 to 359 (excluding 342)	Mechanical engineering industries	195.9	195.6	195.3
361	Electrical machinery industry	185.9	185.4	184.9
Order X	Textile industries	107.2	107.5	107.0
Order XIV	Timber industry	159.2	159.4	159.3
481 to 485	Paper industries	150.1	150.1	149.5
Order XVII	Construction materials	176.2	176.8	177.0
Part of Order XVII	House building materials	178.3	179.3	179.4

'Digest of Energy Statistics' 1971

In 1970 total inland energy consumption in the United Kingdom rose by more than 3 per cent to reach a record level of 328 million tons of fuel expressed as coal equivalent. For the first time coal accounted for less than half of the total. Oil's share of the energy market rose to 44 per cent. Nuclear energy contributed less, but natural gas rose to 5 per cent. Expenditure on energy by final consumers (including £1,335 million paid in duties) exceeded £5,000 million; a little over a third of this amount was spent on transport fuels while just under a third was expenditure on household lighting, heating and cooking.

These are a few of the facts published in the 1971 edition of the *Digest of Energy Statistics*, prepared by the Department of Trade and Industry. The *Digest* continues the series produced by the Ministry of Technology in 1970 and the Ministry of Power in earlier years. It contains 190 pages, with 126 tables of statistical information.

The 1971 *Digest* is similar in content to the previous issue but some new material has been introduced. In the Energy section Tables 3 and 4 give information on the flow of energy in money terms for both 1969 and 1970—a year more up to date than in previous *Digests*. The Prices and Values section contains four additional tables relating to industrial fuel prices (Nos. 97-100). The first of these gives information on representative prices paid by industrial consumers for coal and oil and the average revenue received by Gas and Electricity Boards from their sales to industrial consumers. Table 99 shows average delivered prices of fuels used by the gas and electricity industries. The index numbers of wholesale prices of industrial fuels given in Table 100 are part of the general series of wholesale price index numbers. The effective rates of duty on principal hydrocarbon oils since 1950 and the dates on which the various rates came into effect are set out in Table 98.

The *Digest*, price £3, is available from Her Majesty's Stationery Office or through any bookseller.

INFORMATION ON 'T & I' MATERIAL

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, SW1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*, last published on May 26

Sales by wholesale textile houses

SALES by wholesale textile houses in August showed an increase of 10 per cent on a year earlier, compared with increases of 8 per cent in June and July.

The value of stocks at the end of August was 1 per cent lower than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1969 3rd quarter	100	*–4*	157	*8*
4th quarter	124	*–6*	147	*17*
1970 1st quarter	90	*2*	161	*5*
2nd quarter	97	*–2*	140	*1*
3rd quarter	105	*5*	146	*–7*
4th quarter	135	*8*	143	*–3*
1971 1st quarter	100	*10*	147	*–8*
2nd quarter	106	*10*	135	*–4*
1970 July	83	*10*	145	*–3*
August	99	*6*	143	*–6*
September	134	*2*	146	*–7*
October	153	*9*	129	*–7*
November	124	*5*	140	*–9*
December	127	*11*	143	*–3*
1971 January	66	*9*	128	*–8*
February	99	*8*	139	*–10*
March	134	*13*	147	*–8*
April	115	*12*	136	*–7*
May	101	*10*	137	*–9*
June	103	*8*	135	*–4*
July	90	*8*	137	*–6*
August	110	*10*	142	*–1*

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	August 1971	January-August 1971	August 1971
Women's knitted outerwear, blouses and skirts	46	20	2
Women's coats, costumes, furs and raincoats	4	10	–18
Women's underwear	5	13	12
Women's hose and children's socks	–23	–15	4
Women's millinery	–11	–8	31
Haberdashery, ribbons and wool	10	9	4
Children's wear	15	22	–8
Men's and boys' shirts, pyjamas and outfitting	27	29	21
Gloves	3	–15	22
Piece-goods and nets	21	3	11
Household textiles	15	10	8
Floor coverings, furniture and hardware	15	15	–6
Boots and shoes	15	12	11
Total†	10	10	–1

† Including some items not included among the sub-headings.
‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London EC4 (Tel. 01-248 4444).

Hosiery and other knitted goods—index of production

IN the three months ended August 1971, the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 2 per cent less than in the three months ended August 1970.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subject to slight revision when the complete figures for 1971 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109
1965	114
1966	114
1967	114
1968	132
1969	147
1970	149

	Actual	Seasonally adjusted
1969 1st quarter	133	143
2nd quarter	145	153
3rd quarter	142	144
4th quarter	166	147
1970 1st quarter	138	153
2nd quarter	143	146
3rd quarter	144	146
4th quarter	170	151
1971 1st quarter p	135	145
2nd quarter p	147	154
1970 April	140	141
May	135	151
June	155	147
July	127	141
August	140	154
September	166	144
October	184	153
November	184	151
December	144	149
1971 January p	126	153
February p	137	140
March p	142	142
April p	138	153
May p	151	165
June p	152	143
July p	142	158
August p	134	148

New Business Monitor for gloves industry

THE first results are now published in the Business Monitor series of the new statistical inquiry conducted by the Business Statistics Office into manufacturers' sales of gloves (Minimum List Heading 449/2 of the Standard Industrial Classification). The inquiry was designed after close discussions with the National Association of Glove Manufacturers to replace the former inquiry with the purpose not only of providing statistics for official requirements but to more satisfactorily meet the need of industry for comprehensive information about product sales for marketing and management purposes.

A major problem when introducing new statistical series is to provide continuity with the previous series. Estimated links between

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the old and new inquiries are given, therefore, together with the derived results for the last two years. The Monitor includes detailed sales analysis, including exports, and relevant background information on production, wholesale prices, and consumers' expenditure on clothing as a whole.

There has been an encouraging response in the first quarter of the inquiry and it is expected that as firms become familiar with the new returns, response will quicken and results will therefore be available sooner.

The quarterly Monitor (P16) is obtainable from HMSO, PO Box 569, London SE1, at a subscription of 37½p per annum.

New Business Monitor for footwear industry

THE first results are now published in the Business Monitor series of the new statistical inquiry conducted by the Business Statistics Office into manufacturers' sales of footwear (Minimum List Heading 450 of the Standard Industrial Classification). The inquiry was designed after close discussions with the British Footwear Manufacturers Federation, the Lancashire Footwear Manufacturers' Association and the Plastics and Rubber Footwear Manufacturers Group to replace the former inquiry with the purpose not only of providing statistics for official requirements but to more satisfactorily meet the need of industry for comprehensive information about product sales for marketing and management purposes.

A major improvement in the statistics is that the value of detailed product sales is available for the first time in a quarterly inquiry. The product list has been extended to show the sales of footwear with uppers of poromeric and other synthetic materials. An analysis of footwear sales by the type of soling has been extended by a further classification.

A major problem when introducing new statistical series is to provide continuity with the previous series. Estimated links between the old and new inquiries are given, therefore, together with the derived results for the last five years. The Monitor also includes relevant background information on production, orders, retail and wholesale prices, consumers' expenditure, and total imports and exports.

There has been an encouraging response in the first quarter of the inquiry and it is expected that as firms become familiar with the new returns, response will quicken and results will therefore be available sooner.

The quarterly Monitor (P17) is obtainable from HMSO, PO Box 569, London SE1, at a subscription of 37½p per annum.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

Production Series

Monthly at £1 a year post free:
- Tape recorders for May
- Radios, television sets and sound reproducing apparatus for June
- Metal-working machine tools for June
- Wheeled tractors for August
- Trailers for May
- Imported timber for August.

Quarterly at 37½p a year post free:
- Rotating electrical machinery for second quarter
- Motor control gear for second quarter
- Wallcoverings for second quarter
- Pesticides and allied products for second quarter
- Pottery for first quarter
- Watches and clocks for second quarter
- Contractors plant for second quarter
- Merchant shipbuilding for second quarter

A complete list of titles of Business Monitors was last published in *Trade and Industry* on September 30, on page 618.

New companies registered

BELOW are details of new companies registered in Great Britain during September 1971 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2,132	–	2,132
Over £100 but under £1,000	114	–	114
£1,000 but under £10,000	714	1	713
£10,000 but under £50,000	151	–	151
£50,000 but under £100,000	10	–	10
£100,000 but under £1,000,000	16	–	16
£1,000,000 and over	2	–	2
Total number	3,139	1	3,138
	£ thous.	£ thous.	£ thous.
Total amount of nominal capital	9,140	9	9,131

Companies registered in Great Britain in 1970 and 1971

	1970		1971	
	Number	Nominal capital £ thous.	Number	Nominal capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556	2,323	3,961
March	2,464	5,098	3,136	7,720
April	2,556	7,657	3,210	16,525
May	2,322	10,323	3,087	5,233
June	2,670	6,097	3,569	7,317
July	2,573	16,272	3,142	6,631
August	2,280	4,355	3,483	6,559
September	2,461	6,404	3,139	9,140
October	2,615	6,726		
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, October 15, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Blind Terror	BR/E 35734/16/10/76	89	October 11	Columbia Pictures Corporation Ltd.	Genesis Productions Ltd.
Blood from the Mummy's Tomb	BR/E 35735/16/10/76	94	October 11	MGM-EMI Distributors Ltd.	Hammer Film Productions Ltd.
Dr. Jekyll and Sister Hyde	BR/E 35736/16/10/76	97	October 11	MGM-EMI Distributors Ltd.	Hammer Film Productions Ltd.
The Johnstown Monster	BR/E 35737/16/10/76	54	October 11	Children's Film Foundation Ltd.	Children's Film Foundation Ltd.
Hoverbug	BR/E 35744/16/10/76	57	October 13	Children's Film Foundation Ltd.	Fanfare Films Ltd. (For Children's Film Foundation Ltd.)
Movietone News 2210	BR/E 35589/16/10/76	8	October 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2210A	BR/E 35590/16/10/76	8	October 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Klute	F 35738	114	October 13	Columbia-Warner Distributors Ltd.	Gus Productions Inc.
The Sex Nest	F 35739	80	October 13	Richard Schulman Entertainments Ltd.	Roxy Film GmbH, Munich
Hannie Caulder	F 35740	85	October 13	Tigon Pictures Ltd.	Tigon British and Curtwel Productions
Bye-Bye Bluebeard	F 35741	7	October 13	Columbia-Warner Distributors Ltd.	Warner Bros. Productions Inc.
Sex and the Vampire	F 35742	90	October 13	English Film Company Ltd.	Les Films Moderne, Paris
Diary of a Half Virgin	F 35743	90	October 13	English Film Company Ltd.	Swedish Fim Production, Stockholm

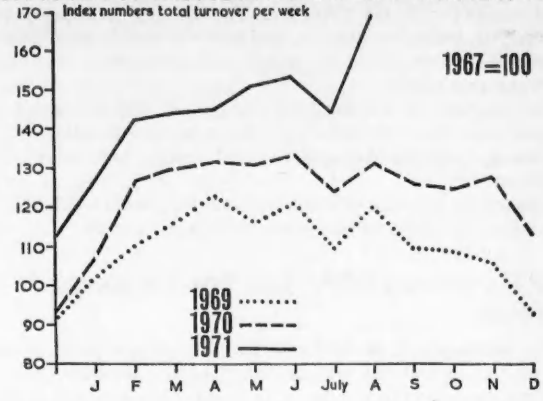
Turnover of the motor trades in August

THE sharp increase in sales of new cars in August brought the total turnover of the motor trades to the highest monthly figure for several years with a 29 per cent increase over August 1970. This is twice the average increase recorded in the second quarter. As the statistics are of turnover at current prices they include the effects of price changes, including the reduction in the rate of purchase tax.

Sales of new motor vehicles in the month were 49 per cent more by value than in August last year, reflecting the initial impact of the measures of July 19. Sales of used motor vehicles were 27 per cent higher than a year earlier compared with an average monthly increase of 15 per cent in the second quarter of the year.

Other sales (which include petrol, oil, accessories and spare parts) together with receipts from servicing and repairs were 14 per cent more by value in August than in the comparable period last year, a slightly larger increase than in recent months. It is estimated that rather more than half of this increase was due to higher prices.

TURNOVER OF THE MOTOR TRADES AT CURRENT PRICES



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967 = 100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	147‡	138	150			127	142	144	145	151	153	144	168				
1970	13	11	10	12	19	5	15	12	7	13	11	12	9	15	15	20	21
1971	16§	13	14			19	12	11	10	15	15	15	29				
Analysis of turnover:																	
Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	155‡	145	159			133	150	151	158	159	159	132	194				
1970	17	12	12	16	32	3	15	16	4	12	19	21	9	19	23	36	38
1971	22§	16	19			33	14	8	16	25	18	18	49				
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	136‡	127	139			106	136	136	134	141	141	137	158				
1970	12	10	7	15	18	4	15	11	6	14	3	16	14	16	19	20	16
1971	17§	13	15			15	14	12	8	14	22	24	27				
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	145‡	137	148			132	137	142	140	149	154	155	152				
1970	10	10	10	8	12	7	15	9	9	13	7	6	6	12	9	12	14
1971	11§	11	9			11	9	13	7	9	10	11	14				

† The periods consist of four weeks except those marked* which are five weeks.
‡ Index numbers for period January to August 1971.
§ Percentage change for period January to August 1971 compared with the corresponding period for 1970.

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San Francisco British Week commercial results exceed expectations

From the British Week office, San Francisco

'It should be renamed Union Jack Square' said a leading San Francisco newspaper columnist. He was writing about the city's Union Square the heart of the British Week activities which came to an end on October 9 when crowds sadly watched the lowering of the Union Jack and sang 'Auld lang syne'.

The San Francisco promotion which took more than two years of planning was one of the most successful British Weeks held and drew generous praise from every section of the city's community. The impact was so enormous that even a Japanese bank and German and Italian airline offices prominently featured British Week display material in their premises.

For nine days the Union Jack was everywhere not only in the 450 stores and shops which participated in downtown San Francisco, The Cannery, Ghirardelli and Stonestown shopping centre but on the city's buses and internationally known cable cars which clang their way over some of the steepest hills in the world. It also hung from lamp posts and fluttered across the streets. It was practically impossible to be unaware that the British were in town.

Spectacular canvas

Apart from the static exhibitions—the Golden Hind pub, the room settings, the British exhibition, City of London pavilion, City of London treasures—there were constant reminders that Britain had come to San Francisco. The nine British bobbies and three police-women were stopped and photographed everywhere they went, the pikemen were on duty at many of the ceremonial occasions, sailors from HMS *Blake*, Highland games athletics . . . and the British double-deck buses all added colour to a spectacular canvas.

The week was officially opened by Princess Alexandra, accompanied by her husband, the Hon. Angus Ogilvy, and well before they left for the British Menswear Guild Promotion in Beverley Hills, Los Angeles, she had won the hearts of the whole of San Francisco. Princess Alexandra even drew admiration from the Irish pickets —who unsuccessfully asked for a boycott of British goods. On occasions she took time to talk with them. Princess Alexandra also took every opportunity to chat with people in the crowds which gathered everywhere she went.

VIP visitors

Among the other leading British personalities who visited San Francisco during the week were HE the Ambassador to the United States, the Earl of Cromer, Lord Rootes, Chairman of the British National Export Council's United States Committee, Sir Peter Studd, the Lord Mayor of London, Lord Gladwyn, Mr. Michael Noble, Minister for Trade, Sir Peter Allen, Chairman of BNEC, Alderman Victor E. Turton, Lord Mayor of Birmingham, film star Rex Harrison and fashion designer Mary Quant. Even Bing Crosby looked in at one of the British in-store displays.

Behind the fun and colour of the British Week pageant lay the serious business of selling in British consumer goods. It will be some time before an accurate analysis can be made but the first indications would seem to be that the commercial results have exceeded expectations. Prior to the Week, British industry estimated that an additional £4 million worth of goods had been sold into the Northern Californian market. Many individual stores reported that they 'were more than pleased' with the promotion.

During the six days of the exhibition orders worth approximtaely £1 million were taken. The exhibition, which contained displays by London's Design Centre, British Carpets Export Promotion Council, British Post Office, 30 firms in the Home and Leisure section, the Design and Research Centre for the gold, jewellery, silverware industries, fine china and the British press attracted over 60,000 people. An outstanding section was 'the Two Elizabeths'—a display in two parts showing historic and modern Britain. The first highlighted a unique collection of historic exhibits from the Elizabethan period with an emphasis on Sir Francis Drake, who is reputed to have landed near the site of San Francisco during one of his round the world voyages.

Records broken

Attendance at all the static features broke all records for a British Week. About 320,000 people visited the British exhibition. The city of London Pavilion, the City of London Treasures, the room settings and the two day McVitie Highland games in Golden Gate Park.

The Clothing Export Council's spectacular 'in fashion' which was described by one visitor as being 'more like a Broadway musical than a fashion show' played to packed houses during its 14 public performances.

There were queues outside the British Week pub, The Golden Hind in Union Square, from the day it opened and Watneys reported that they had averaged about 10,000 beers a day.

British Week received extensive coverage from all the media and one of San Francisco's leading radio stations moved its news staff and disc jockeys for three days of outside broadcasts from the Golden Hind pub in Union Square.

For nine memorable days British Week was everywhere—even in the night skies. The Goodyear 'blimp' carried special week electronically animated messages on its side as it cruised over the bay area. As one San Franciscan put it, 'You've covered all the bases'.

Advertising in *Trade and Industry*

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Princess Alexandra, who opened British Week in San Francisco, was one of the many visitors to the Witcomb cycles stand (left); top international driver Graham Hill proved a star attraction for racing enthusiasts (centre); Bing Crosby paid close attention to detail during his visit to the Holland & Holland gun display.

Nairobi Show beats all previous records

From the British High Commission, Nairobi

ORGANISED by the Agricultural Society of Kenya, the 1971 Nairobi Show held from September 28-October 2 surpassed all previous records. The trade area was fully booked and for the first time attendance figures, excluding guests and officials, exceeded 100,000 for the five days, and representation by foreign governments rose to 17 exhibitors. The venue, Jamhuri Park, located seven miles from the centre of Nairobi, was an ideal setting and will be used for the first OAU Trade Fair in February next year.

The British Pavilion was prominent among the foreign government stands and was well designed by the Central Office of Information. There were 26 stands representing over 40 manufacturers of a wide range of products; most of the exhibitors were well satisfied with their business negotiations and many new contacts were made.

Gift from Britain

Eight pedigree pigs on show were selected by United Livestock Exports of Great Britain. Six of the pigs were a gift from the British Government to the Kenya Government and were handed over by the British High Commissioner in Kenya to Kenya's Minister of Agriculture (see picture), the ceremony taking place in the British Pavilion. The other two pigs were purchased by a leading local farmer.

The Africa Committee of the British National Export Council which had been responsible for arranging the magnificent response from British manufacturers also visited the Show in strength. They looked after eight senior officials from Malawi, Uganda and Zambia, who were able to see a great deal of British products both in the Pavilion and elsewhere in the showground; paving the way for future business arrangements with some British manufacturers. There were also many other visitors from neighbouring countries.

The President of Kenya paid a brief visit to the British Pavilion and was interested in the hatching out of new-born chicks and the pedigree pigs. His visit was a fittting climax to an enjoyable and successful Nairobi Show.

The scene at the British Pavilion during the handing over ceremony of the gift of six pedigree pigs by the British Government to the Kenya Government. (l. to r.) HE Sir Eric Norris, British High Commissioner in Kenya, The Hon. Jeremiah J. Nyagah, Minister of Agriculture, Kenya, Mr. B. K. Gakonyo, deputy general manager, Agricultural Development Corporation. Kenya.

Strong representation at packaging event

From the British Embassy, Dublin

THE importance of good packaging in distribution and marketing, and the part played by exhibitions in creating an awareness of new developments and techniques, were emphasised by Dr. Herbert Wernecke, president of the European Packaging Federation when he opened the Irish Packaging Exhibition which was held in Dublin from September 27-Octover 1. The exhibition was sponsored by the Irish Packaging Institute and organised by Provincial Exhibitions Ltd., Manchester.

Ireland's first packaging exhibition was held only seven years ago, and the tremendous progress in the packaging industry, in the intervening period, was clearly demonstrated when the relatively tiny effort of 1964 was contrasted with the 1971 exhibition. An impressive array of materials and equipment from many countries was shown on 80 stands. Hardly any aspect of the broad field of packaging was omitted and the great variety of locally produced packs indicated the concern of Irish industry that its products reach the market in packaging both functional and eye-catching.

Prominent position

Britain was strongly represented. Nine firms exhibited under the joint sponsorship of the Department of Trade and Industry and the Institute of Packaging. Twelve firms exhibited independently, and the products of many others were displayed on the stands of their local distributors. The joint-venture stand occupied a prominent position in the centre of the main hall and, with its concentration on equipment ranging from weighing and wrapping to closing and conveying, was a focal point of interest throughout the week.

Many British firms already having a good foothold in the market found the event invaluable as a means of meeting old customers, and of seeking out new ones, while firms introducing their products for the first time were able to gain first-hand knowledge of market requirements, to gauge the potential, and where appropriate, to arrange local representation.

Exhibitors generally felt that the volume of potentially productive inquiries was encouragingly high and many look forward to substantial business resulting.

Exhibitors 'well satisfied' with results

From the British Embassy, Tokyo

FIVE member firms of the Association of Hydraulic Equipment Manufacturers Ltd. sponsored by the Association under a joint venture agreement with the Department of Trade and Industry participated in the biennial Tokyo Fluid Power International Exhibition from September 23-29.

The exhibition occupied the whole 10,000 sq. metre area of the impressive domed exhibition hall at Harumi Tokyo International Fair Ground and the British stand with an overall area of 144 sq. metres comprising 16 x 3 metres x 3 metre booths occupied a favoured position immediately to the left of the main entrance. In all, 126 firms took part occupying 600 booths of 9 sq. metres.

All of the British participants expressed themselves as being well satisfied with the results of their presence at the event. Two firms not represented in Japan took the opportunity offered to establish contact with potential agents or licensees and both reported a number of promising approaches.

While it was not expected that a great deal of actual orders would be transacted during the show there were reports of useful confirmation of business from firms well established here and all the participants received inquiries running into the thousands.

In addition to the British stand, other foreign exhibitors were Poclain S. A. (France); Pezetal (Poland; and Waircom (Italy). A number of foreign firms participated through the media of their Japanese agents and/or licensees.

The number of visitors to this international event has increased sharply on each occasion. Researchers, technicians and traders not only from other Asian countries but from Europe and America attended and hydraulic associations from France and Germany sent their representatives. Total attendance exceeded 100,000.

The importance of the British hydraulics industry may be gauged from the world sales of more than £100 million. At the Tokyo exhibition the hydraulics division of Vickers Ltd. showed their hydraulic pumps and ancillary equipment; Fairey Filtration Ltd. high pressure hydraulic filters; UCC International Ltd. a range of hydraulic accessories including fluid level and temperature gauges; Andrew Fraser & Co. Ltd. Uniradial high pressure pumps and Kontak Manufacturing Co. Ltd. hydraulic motors and relief valves.

£500,000 notched up at Stockholm Technical Fair

From the British Embassy, Stockholm

THE 1971 Stockholm Fair opened on September 29 for the first time at the new St. Erik's Mässan AB premises at Alvsjö on the outskirts of Stockholm. No less than 1,300 firms had products on display, 218 of them British. Apart from the British, there were national stands from Australia, Canada (Ontario), Israel, Poland, Romania and West Germany.

A wide range of goods were displayed and the trend towards machine tools over the past few years continued. Wood-working machinery, hydraulics, electrical equipment and electronics, plastics and contractors machinery were the most prominent to be seen on the various stands. In support of the exhibition, a series of conferences were held on design and production techniques, which created a great deal of interest.

Attendance at the Fair, which was not open to the general public, was 74,000, some 17,000 more than for the 1970 event, despite bad weather.

The largest ever British joint venture contingent appeared under the co-sponsorship of the Association of Hydraulic Equipment Manufacturers, the Birmingham Chamber of Commerce, and the London Chamber of Commerce. Ours was the largest national stand at the exhibition, impressively designed by the Central Office of Information, and holding a commanding position in the centre of the hall.

Good results

With the prevailing economic climate in Sweden it was encouraging to note the interest reported by the majority of exhibitors, who appeared well satisfied with results. The total of orders taken and business quite confidently anticipated as a result of the exhibition was in the region of £500,000.

An encouraging feature was the appearance of foreign buyers, not only from the rest of Scandinavia and Europe, but also from Turkey and Canada, revealing the international character of the Technical Fair.

The British Ambassador, Sir Archibald Ross spent some time visiting the British stands on the opening day, one of his last engagements before he left Sweden on October 9 on retirement.

The Stockholm Technical Fair is now well established as one of the most important annual events of its kind in Scandinavia.

Dusseldorf sets the fashion trend again

From the British Consulate-General, Dusseldorf

THE 32nd European Footwear Sample Display, held in Dusseldorf from September 25-27, again provided buyers with an insight into latest fashion trends for both men's and women's footwear.

Three hundred and five firms, including 149 foreign manufacturers, displayed a wide range of fashion footwear. Britain was again represented by a joint venture of 13 firms (three more than at the 31st GDS in March) under the auspices of the British Footwear Manufacturers Federation and in collaboration with the Department of Trade and Industry.

Trading in general was quite brisk and the fair undoubtedly followed fashion trends started by Milan and Florence. While men's footwear, in particular leisurewear, had softer and more elegant lines, women's footwear showed a pronounced trend towards higher heels. Many manufacturers now feel that Dusseldorf is becoming more important than Paris which takes place too soon after the Italian fairs, and this is reflected by the large number of French (31) and Italian (64) exhibitors.

EEC entry hope

The British contingent were a little disappointed by the trading results but it was also realised that sales to Common Market countries, and especially to West Germany, cannot improve much unless and until Britain is a full member of EEC. The bulk of orders and inquiries came from Scandinavian countries, although several firms reported expressions of interest from as far afield as Australia.

The majority of British exhibitors confirmed that their styles were still criticised by German customers and that prices were not competitive once duty was added. Nevertheless, all firms intend to exhibit again in March 1972 when the GDS will be held in the new exhibition halls.

Orders worth several millions under discussion

From the British Embassy, Moscow

THE Soviet international exhibition of building materials and equipment for their production (Stroimaterialy-71) which closed in Moscow on September 22 was attended by 14 British companies who took part in a British Pavilion organised by the DTI.

All reported having made excellent contacts in potential customer organisations, and almost all were convinced of the possibility of doing substantial business in the Soviet Union in the medium or long term.

It was encouraging that the great majority of exhibits available for sale were bought from the stands. The £200,000 worth of business done in this way included a Thomas Fawcett pipe extruding machine and a wide range of Rank Xerox copying machines, including one specifically designed for making copies of construction drawings.

Most of all, two of the firms who took part, H. H. Robertson Ltd., and United Glass Ltd., are already negotiating deals (for the manufacture under licence of Robertson's steel-based cladding material 'Versacor', for automatic lines for the production of table glass) worth several million pounds.

Value of participation

These very sucessful results underscore once again the value of taking part in Soviet exhibitions. Needless to say, such participation will be fruitless unless properly prepared by prior contacts with Soviet customer organisations, and unless effectively followed up.

But given proper planning, no other form of market promotion in the USSR provides the same opportunity to 'sell' a product or technology to the whole range of technical specialists, down to enterprise level, in the industry concerned.

Fairey Filtration Ltd. was one of the joint venture firms at the Tokyo Fluid Power Exhibition who expressed satisfaction with results from the show. (See story facing page.)

Overseas aid to exporters

Over 200 official commercial posts in all the main centres of world trade are at the services of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*.

MISSIONS and TOURS

Birmingham Chamber mission to South-East Asia

A 17-man business mission, sponsored by Birmingham Chamber of Commerce and Industry, undertook an intensive fortnight in the dynamic markets of Hong Kong and Singapore, beginning on October 10. A wide cross-section of consumer and capital goods are represented, while some members are discussing manufacturing collaboration and exchange of technical know-how.

Before embarking to Hong Kong, the leader of the mission, Mr. Noel Burne, who is a consulting engineer working for one of Britain's largest firms of planning, engineering and management consultants, said 'We are determined to prove that Britain's exporters —even those enthusiastically disposed towards the Common Market—have no wish to turn their backs on their Asian friends and trade partners of long standing.

'Whilst priority has naturally been given to arranging members' individual business appointments, a number of engagements with leading personalities and organisations representing both the private and public sectors will be undertaken, at which we would hope to get this message across.'

As the Birmingham mission began work in Hong Kong, a top-level buying and selling mission sponsored by the Hong Kong Trade Development Council arrived in the UK.

The Chamber's visit to Singapore (beginning October 16) was deliberately timed to coincide with the staging of the British Industrial Exhibition. This major promotion has been attracting to Singapore, buyers from all over South-East Asia. Several members of the Birmingham mission met potential customers from Malaysia, Thailand, Indonesia and other important markets of the Orient.

Another $50,000 order

A FURTHER $50,000 worth of business has been added to an existing $100,000 order obtained from the United States following a second visit to the country by Mr. Raymond Lawson, sales director of Rally-Klad Ltd., the Glasgow-based tartanwear company.

In January and February this year, Mr. Lawson visited the United States, and as the result of orders he obtained a New York office was established.

He has now completed a 20,000 miles five-weeks tour to nine major US cities presenting his company's Spring 1972 range of garments.

On his return Mr. Lawson said that the customers were so impressed by the styles and quality of the garments that they were demanding delivery in the stores and shops before Christmas.

'We have geared our production line to meet this demand, and to ensure prompt delivery we have opened up a second production unit in another building nearby our existing factory,' said Mr. Lawson. 'It is essential to meet the requirements of customers if you want to continue and increase your business,' he added.

Sales trip to Europe for glass manufacturer

MRS. Felicity Peck, managing director of the Watford Glass Co. Ltd. began a sales export visit to Europe on October 14. The visit will take in Belgium, France, Germany and Holland and is expected to last for two weeks.

Mrs. Peck, who was awarded the MBE for exporting achievement in 1970, said: 'I am really looking forward to the opportunity to show to our friends in Europe some of our designs which are selling so successfully. In particular our "Dogwood" hand cut crystal vase which we recently re-introduced.'

Machine tool makers' round-the-world export expedition

A round-the-world export expedition mounted by machine tool manufacturers Adcock and Shipley Ltd., led by Mr. Ken Watts, joint managing director, got under way on October 10. Accompanying Mr. Watts are assistant export manager, Derek Meyer; service manager, Trevor Claffey; a service engineer, Eddie Marris, and a demonstrator, Ian Clarke.

Derek Meyer, Eddie Marris, and Ian Clarke took in the British Engineering Fair, Singapore, from October 18 to 19. They then joined the rest of the party at the 4th Sydney Machine Tool Exhibition.

From October 24 to 30, Trevor Claffey will tour New Zealand, visiting the Adcock and Shipley agent as well as existing and potential customers. His next stop is Honolulu and then Los Angeles, for discussions with the associated companies on the West and East Coasts of America.

Ken Watts and Eddie Marris will meanwhile visit Hong Kong and Taiwan. They will return to Leicester on November 6, some 25,000 miles and four weeks after commencing their trip.

Director reports big jump in sales to Austria

MR. Geoffrey E. Smith, European sales director of Whitlock Bros. Ltd., who has recently returned from a sales trip to Vienna, reports that sales of Whitlock equipment in Austria during the first nine months of 1971 show a 58 per cent increase over the corresponding period last year. The latest order to be received by Whitlock is valued at over £71,500 and is for their 370 and 570 excavator/loaders: introduced to the Austrian market at the Vienna Spring Fair earlier this year.

Whitlock state that for many years Austria has represented a successful market for British construction equipment manufacturers. Whitlock agents in Austria are Stambach Ges.m.b.H. of Vienna.

A sales team from Proprietary Perfumes Ltd., recently returned to the Soviet Union and held three symposia in Kiev, Riga and Leningrad. After the talks Soviet perfumers discussed PPL materials with members of the team. From left to right: Pieter Boom, a creative perfumer, with three senior technical managers from the leading Latvian perfumery factory in Riga, Dzintars (Amber)—Mr. Konstantinov (cosmetologist), Mr. Tarasenko (technical director) and one of their team of lady perfumers. Extreme right: Mr. Peter Hughes, Russian speaking PPL sales assistant.

Export merchant on Latin American tour

MR. MARK CANSICK, a partner of Mark Cansick and Company, export merchants and specialist export managers, is to set off on one of his regular tours to South and Central America after the Motor Show.

Carpet makers' seven-week tour

OVERSEAS sales by Lancaster Carpets (who claim to be Britain's biggest tufted carpet maker) are 20 per cent up on 1970, itself a record year. Export sales manager Mr. A. J. Rushworth, made this announcement on October 5 as he left for Africa on what was scheduled to be his longest world tour.

'These figures are particularly gratifying because of the undoubted increase in competition in every market. What does surprise us is that up to June of this year our percentage increase was double that of the UK tufted industry as a whole,' he added.

'Lancaster's exports are now running at the rate of approximately £1.5 million a year. We have been greatly helped by our patterned ranges, such as Quest and Inspiration, which still represent a technical lead internationally and are competed for by overseas agents and distributors.'

Mr. Rushworth's seven-week tour will cover Africa, the Far East, and Canada where he is due to arrive in time for the National Interior Design Show where Lancaster will be launching four ranges new to North America.

'Essentially, this trip is to consolidate and develop markets rather than open new ones,' said Mr. Rushworth.

EXPORT ORDERS

Navigation aids for Libya and Middle East

Oil companies have placed orders totalling £33,000 for navigation aids with Stone-Platt Crawley Ltd., all for light buoys or lights in the Gulf or for Libya. These are in addition to an £80,000 contract already in hand for Egypt for light buoys and lights for the Port of Alexandria.

Stone-Chance equipment ordered consists mainly of glass reinforced plastics buoys which have already been used successfully in these waters and Seagull lanterns with polycarbonate lenses, which are an improved version of other tried and tested equipment.

The installations involved are the Occidental Oil Terminal at Zuetina, Libya, the Shell offshore field at Qatar, the Shell Mex and BP single point mooring buoys at Das Island, and the extension to the Iranian Oil Services Terminal at Kargh Island off the Gulf Coast of Iran.

Substantial orders from Egypt and USSR

Orders for Module-X plating equipment and process chemicals worth a total of almost £30,000 have been received by Sel-Rex (UK) Ltd. from Egypt and the USSR.

The order from SIGAL, the Egyptian buying organisation, is for a manually-operated barrel-plating plant which will be used for decorative plating. It has 21 process stages, each of 90 litres capacity, including copper, silver, nickel and gold stages. The order includes a complete two-years' supply of process chemicals.

The order from Techmashimport is for an automatic plating line with 12 60-litre process stages, including two gold plating stages. It is scheduled for delivery to the USSR in the early autumn, and will be used in the manufacture of medallions.

Pipeline-protection order from West Pakistan

D. Anderson and Son Ltd. of Stretford, Manchester, have won an order, against international competition, for the supply of Thermoglas coal-tar-impregnated protective outerwrapping for 260 km (162 miles) of steel high-pressure gas pipelines. The order, valued at over £65,000, is from Sui Northern Gas Pipelines Ltd., Lahore, a subsidiary of Burmah Oil Trading Limited. The main contractor is Mothercat Ltd.

This order follows another obtained from the same customer in 1970 for a 141 km (88 miles) pipeline.

The Thermoglas included in this order is a glass-fibre tissue base with a plasticised coal-tar impregnant, for pipeline protection against corrosion and against mechanical damage in laying and subsequent soil movement.

Mining locomotives ordered

Greenwood and Batley has received orders for mining locomotives valued at almost £50,000. A 15-ton trolley locomotive is to be built for the Mufulira mines and an 8/10-ton locomotive for the Nchanga mines, both in Zambia.

Three smaller battery electric locomotives are to be supplied to Cia Minera Raura of Peru.

Air conditioning installation for Maltese university

An export order worth £23,500 has been won by F. J. Baynes & Co. Ltd., heating, plumbing and air conditioning engineers, for the installation of the total air conditioning and ventilating plant at the new prestigious £500,000 Assembly Hall of the Royal University of Malta.

The contract includes the air conditioning of the entrance, foyer, lounge, auditorium, stage and changing areas of the university's Assembly Hall which is at Msida.

The work was carried out in conjunction with Joseph Bezzina and Co. Ltd., engineers of Malta. The architects are Norman and Dawbarn of London.

Telephone equipment for Hong Kong

Orders worth nearly £6 million for telephone switching equipment have been placed by the Hong Kong Telephone Co. Ltd. with a consortium of British manufacturers comprising The General Eelectric Co. Ltd., the leading contractor, Associated Electrical Industries Ltd., The Automatic Telephone and Electric Co. Ltd., a part of Plessey Telecommunications, and Standard Telephones and Cables Ltd.

The orders include the supply of 237,000 lines of exchange switching equipment that will provide six new exchanges at Tai Po, Shatin, Yau Tong, Tsuen Wan, Chai Wan, Po Man, and 23 extensions to 16 existing exchanges.

Steel tube for Hong Kong power station

British Steel Corporation's tubes division is supplying steel tube worth £72,000 for the Tsing Yi 'B' power station in Hong Kong. Carbon and alloy steel tube, between 3 in. and 18 in. diameter, will be fabricated by Aiton and Co. Ltd., Derby (Whessoe Group) for main steam pipework for an extension to this station.

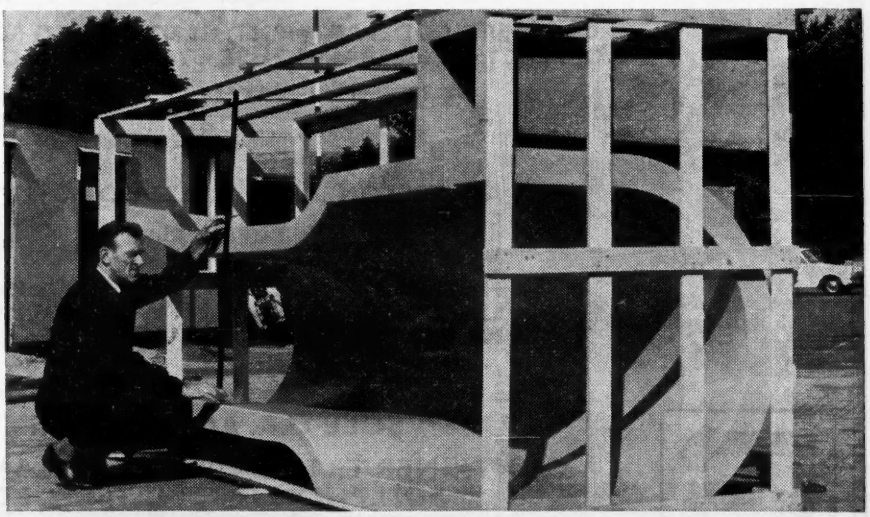
A stamp issued in Argentina to commemorate the El Chocon power project shows two guyed towers constructed by Painter Bros., of Hereford, a member of BICC's Balfour Beatty group. The El Chocon contract, which is worth £22 million, is being undertaken by a four-company consortium which includes three members of the BICC group—Balfour, Beatty and Co. Ltd., BIC Construction Co. Ltd. and Painter Bros. Ltd. The contract is for the installation of two single circuit, quadruple conductor 500 kV lines, each 1,100 km long, running parallel.

Airstarter units to South Africa

The aircraft ground power division of Auto Diesels Braby Ltd., Uxbridge, recently secured an order for approximately £100,000 from South African Airways. The contract comprises standard model LPA2 vehicle mounted jet engine starter units. It is the first order of its kind secured by the division from South African Airways.

Computer system to Australian Customs and Excise

A contract worth £726,000 for a large-scale computer system has been placed by Australia's Department of Customs and Excise with International Computers (Australia) Pty. Ltd. The order is for an ICL system 4-72, the most powerful member of the ICL system 4 range of computers. Two similar machines are being used to control London's Heathrow Airport LACES air cargo system.



A semi-circular fibreglass venturi flume being inspected before it leaves the works of Arkon Instruments Ltd., of Cheltenham. The flume is destined for the new Gothenburg district sewerage scheme in Sweden and forms part of an order won through Arkon's Swedish agents, Heno Trading AB. The order also includes Arkon 54 remote reading effluent recorders.

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TRADE INFORMATION

BRITISH CREDIT FOR FINLAND: The Export Credits Guarantee Department has guaranteed a line of credit enabling the Finnish firm Rauma-Repola Oy to purchase from British manufacturers up to £1 million of machinery, equipment and associated services for a new heavy engineering works being constructed at Pori, Finland. The financial agreement covering the credit was signed in London between Rauma-Repola Oy and Hambros Bank Ltd. acting on behalf of a consortium comprising themselves, Bank of Scotland, Barclays Bank, Clydesdale Bank, Lloyds Bank, Midland Bank, National Westminster Bank, The Royal Bank of Scotland and Williams & Glyn's Bank.

Under the credit Rauma-Repola Oy are expected to place numerous contracts with manufacturers of engineering machinery and equipment. Contracts must have a minimum value of £5,000 and must be placed within the next eighteen months. Repayment of the loan will be over a period of up to 5 years, depending on the extent to to which the credit is utilised.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

IRAQ AND ALGERIA: The new trade protocol of the Algerian-Iraqi Joint Trade Committee, signed in Algiers on May 10, 1971, has been ratified by Iraqi Law No. 91/71. The protocol increases the volume of trade exchanges to US$8 million. Algerian exports to Iraq are to include olive oil, wine, fruits, leather goods and iron and steel products in exchange for Iraqi tobacco, sulphur, dry batteries, industrial goods and other miscellaneous goods.

EDB Ext. 420, 475

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the fish and various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations may be seen on application.

General

Regulation (CEE) No. 2121/71 modifies Regulation (CEE) No. 1872/71 fixing the countervailing amounts in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of certain Member States. (*Journal Officiel* No. L222 dated October 2, 1971)

Regulation (CEE) No. 2122/71 fixes the countervailing amounts applicable, from October 4, 1971 in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of certain Member States. (*Journal Officiel* No. L223 dated October 4, 1971)

Regulation (CEE) No. 2066/71 modifies Regulation (CEE) No. 204/69 laying down, for certain agricultural products exported in the form of goods not covered by Annex II of the treaty, general rules related to the granting of refunds and the criteria for fixing their amount. (*Journal Officiel* No. L219 dated September 29, 1971)

Corrections

The *Journaux Officiels* Nos. L220 and L227 dated September 30 and October 8, 1971 respectively, contain corrections to Regulation (CEE) No. 2050/71 modifying the countervailing amounts fixed in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of certain Member States.

Milk and milk products

Regulation (CEE) No. 2115/71 determines the conditions for the application of safeguard measures in the milk and milk products sector. (*Journal Officiel* No. L222 dated October 2, 1971)

Regulation (CEE) No. 2128/71 modifies Regulation (CEE) No. 2637/70, notably, in so far as it concerns the period of validity of the export certificate for powdered milk. (*Journal Officiel* No. L224 dated October 5, 1971)

Fish and fish products

Regulation (CEE) No. 2143/71 authorises Holland to maintain, provisionally, the national system of support prices in the fish products sector. (*Journal Officiel* No. L226 dated October 7, 1971)

Sugar

Regulation (CEE) No. 2120/71 fixes the maximum period for the refund of storage costs to intervention agencies within the framework of the countervailing system of storage costs in the sugar sector. (*Journal Officiel* No. L222 dated October 2, 1971)

Fruit and vegetables

The *Journal Officiel* No. L225 dated October 6, 1971, contains the text of Regulation (CEE) No. 2136/71 annulling the countervailing duty on the import of plums from Hungary and Czecho-

(*continued on next page*)

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

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THE EXPORT FREIGHT FORWARDERS

EUROPEAN COMMUNITIES
continued

slovakia introduced by Regulations (CEE) Nos. 2075/71 and 2088/71 contained in the *Journaux Officiels* Nos. L219 and L220 respectively.

Cattlemeat, beef and veal

Regulation (CEE) No. 2074/71 modifies Regulation (CEE) No. 1084/68 in so far as it concerns the rate of suspension of the import levy applicable to frozen cattlemeat intended for processing. (*Journal Officiel* No. L219 dated September 29, 1971)

Processed agricultural products

Regulation (CEE) No. 2067/71 modifies Regulation (CEE) No. 1060/69 which fixes the quantities of basic products considered to have been used in the manufacture of goods covered by Regulation (CEE) No. 1059/69. (*Journal Officiel* No. L219 dated September 29, 1971)

Regulation (CEE) No. 2068/71 determines the amounts of the corrected variable elements and the additional duties applicable, during the fourth quarter of 1971, to import into the Community of goods covered by Regulation (CEE) No. 1059/69. These Regulations affect products falling within the following headings of the Common Customs Tariff of the EEC (17.04, 18.06, 19.01 to 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12). (*Journal Officiel* No. L219 dated September 29, 1971)

EDB Ext. 7174, 408

RULES OF COMPETITION: *Trade and Industry* dated April 14, 1971, contained an announcement about an application for negative clearance of an agreement concluded between manufacturers of textile machinery belonging to the European Committee of Textile Machinery Manufacturers (CEMATEX) relating to the International Textile Machinery Exhibitions (ITMA) and other exhibitions. The *Journal Officiel* No. L227 dated October 8, 1971, contains the text of the Commission's Decision No. 71/337/CEE on this agreement. The French text of the Decision referred to above may be seen on application.

CRE Ext. 2354/5

TRANSPORT—CORRECTIONS: *Trade and Industry* dated September 2, 1971, contained a notice about Decisions 71/300/CEE and 71/301/CEE, relating to the level of tariff prices for the transport of goods by road between France and Belgium and France and Holland respectively. The *Journal Officiel* No. L225 dated October 6, 1971, contains corrections to both Decisions.

EDB Ext. 7174, 408

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated July 22, 1971, contained a notice about Regulations (CEE) Nos. 1308/71, 1310/71 and 1312/71 relating to the opening, allocation and administration of Community tariff quotas for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C.95 dated September 28, 1971, contains an announcement that the quotas for imports into the EEC of the following goods, which were set up by Regulations (CEE) Nos. 1308/71, 1310/71 and 1312/71 have been exhausted. With effect from September 29, 1971, imports into the EEC of the following products when originating in the countries indicated will attract the full rate of custom duty:

Regulation (CEE) No. 1308/71

E.E.C. Common Customs Tariff No.	Description of goods	Country of origin
42.03	Articles of apparel and clothing accessories, of leather or composition leather: B. Gloves, including mittens and mitts: 1. Protective for all trades.	Hong Kong
67.04	Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of testiles; other articles of human hair (including hair nets)	Hong Kong
79.03	Wrought plates, sheets and strips, of zinc, zinc powders and flakes. A. Wrought plates, sheets and strip.	Yugoslavia
87.12	Parts and accessories of vehicles falling within heading Nos. 87.09 to 87.11 inclusive. B. Other.	Yugoslavia
91.09	Watch cases and parts of watch cases including blanks thereof . . .	Hong Kong
97.02	Dolls.	Hong Kong

With effect from September 30, 1971, imports into the EEC of the following products originating from Hong Kong will attract the full rate of customs duty.

Regulation (CEE) No. 1308/71

42.02	Travel goods (for example trunks, suit-cases, hat-boxes, travelling-bags, rucksacks etc.) shopping-bags, handbags, satchels, brief-cases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes, (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes etc.) and similar containers, of leather or composition leather, of vulcanised fibre of artificial plastic sheeting, of paperboard or of textile fabric. B. Other.	Hong Kong
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus, radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus radar apparatus and radio remote control apparatus: A. Radiote'egraphic and radiotelephonic transmission and transmission apparatus, radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras: III. Receivers, whether or not combined with sound recorders or reproducers.	Hong Kong

With effect from September 29, 1971, imports into the EEC of the following products when originating in the countries indicated will attract full rate of customs duty:

Regulation (CEE) No. 1310/71

55.05	Cotton yarn, not put up for retail sale: B. Other: II. Not specified: Single measuring 80,000 metres to 120,000 metres per kg	Columbia

Regulation (CEE) No. 1312/71

64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material: A. Footwear with uppers of leather.	Yugoslavia

EDB Ext. 7174, 408

Sweden

NEW FOOD ACT: The Swedish Government has published a new Food Act (Livsmedelslag 1971: 511) which is to come into force on January 1, 1972. Controlling regulations to the Act, however, are not to be published until some time in 1972.

EDB Ext. 458/459, 461

Greece

FOOD AND DRINK REGULATIONS: The Greek General State Laboratory are in the process of translating new regulations on foodstuffs and drink, and it is expected that a copy will be available shortly. The official text of the new regulations (in Greek) is available for inspection.

EDB Ext. 470 and 475

France

GLOBAL QUOTAS FOR IMPORTS: The French *Journal Officiel* of September 19, announced the opening, for the second half of 1971, of quotas for those goods listed below when imported from all countries outside the Franc zone other than Rhodesia. Applications for import licences on form AC must be sent to the Direction Generale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des

HINTS TO BUSINESS MEN BOOKLETS: Revised editions of the booklets on Chile, Hong Kong and Mauritius and Réunion, have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London EC4M 7HU, telephone: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

Dames, Paris 9e. Application forms must bear in the appropriate place the words 'contingents globaux, Avis du 19 September 1971, No de poste . . .' Applications to import goods included in the lists below, which, when imported from Britain are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of this notice. (A) *Products to be imported under licences for which applications are examined as and when received.*

Quota Code No.	Tariff No.	Product
0261	02.01 ex BII ex d(1)	Offal, of sheep
093	Ex 07.01	Fresh vegetables not falling within quality standards and intended for industry
11	07.04 ex C	Dried dehydrated or evaporated vegetables
101	08.01 ex B	Dried bananas
1385	13.03 B ex 1	Dry pectic substances
113	Ex 20.06	Preserved fruit
DA	Miscellaneous (2)	Various agricultural and food products, with the exception of those imported under the minimum price arrangement
DPM	Miscellaneous (2)	Various sea fishing products
226	27.11 ex B	Petroleum gases and other gaseous hydrocarbons in containers
25	73.02 IJ III, 81.04 FI, IJI, M, NI, PI	Ferro alloys, metals and scrap of non ferrous metals
SMC	Miscellaneous (2)	Various products imported under the authority of the Service des métaux, minerais et materiaux de construction of the Direction des Mines
31	73.01 B II	Charcoal iron
463	85.21c, 85.21 ex E	Transistors and similar mounted devices incorporating semi-conductors, and parts
DME	Miscellaneous (2)	Various mechanical, electric and electronic equipment
47	Miscellaneous (2)	Various aeronautical equipment
48	89.01 BI, ex 89.02	Sea going vessels and tugs
51	Miscellaneous (2)	Sundry raw materials and miscellaneous products for the chemical industry
53	Miscellaneous (2)	Raw materials for antibiotics cortisone and miscellaneous steroids
533	32.05	Synthetic and organic dyestuffs
54	Miscellaneous (2)	Miscellaneous pharmaceutical products
56	Miscellaneous (2)	Miscellaneous glass manufactures
DICDT	Miscellaneous (2)	Miscellaneous products under the authority of the Direction des Industries Chimiques Textiles et Diverses

(1) The importation of products listed under code number 0261 is reserved for importers who have contracts with FORMA (Fonds d'Orientation et de Regularisation des Marches Agricoles).

(2) Importers must specify on their licence applications the customs tariff numbers of the goods. For quota code No. D.A. they should refer to the notice of January 26, 1963 which laid down the rules to be followed in making import licence applications for certain agricultural and food products. (B) *Products to be imported by associations and similar organisations.*

Quota Code No.	Tariff No.	Product
770	48.01 A	Newsprint and paper for periodicals (Société Professionnelle des Papiers de Presse, 8 rue Yvon-Villarceau, Paris 16e)

EDB Ext. 423/408/288

Syrian Arab Republic

IMPORT OF RAW MARBLE: The Syrian authorities have announced that raw marble in blocks falling under Syrian tariff No. 25/15/a has been removed from the lists annexed to Arrete No. 32 of January 21, 1971 and from the modifications of Arrete No. 120 of March 23, 1971. This is, in effect, a suspension of imports of this commodity. No further information is available.

EDB Ext 420, 475

SUGAR TAX: Under Syrian Law No. 13 of June 28, 1971, imports of sugar for consumption in Syria are subject to a tax of Syrian piastres 15 per kilogramme. This tax is also levied on imported sugar not destined for refinement and on sugar manufactured or refined locally. No further information is available.

EDB Ext. 420, 475

IMPORT OF CIGARETTES: The Syrian authorities have announced that cigarettes may be imported into Syria by the Regie des Tabacs et Tombacs on behalf of the Public Establishment for Trade and Artisan Products for sale to foreigners in Syria without the producer having to buy from the Monopoly Administration leaf tobacco or cigarettes of an equivalent price as is normally the case. No further information is available.

EDB Ext. 420, 475

TARIFF AMENDMENTS: The Syrian Ministry of Economy and Foreign Trade has announced the following amendments to tariffs;

Syrian Tariff No.	Description of goods	Import duty
32/9(c)	Dyes packed for retail sale	
	1 Washing blue	15%
	2 Others	30%
12/1(h)	Sesame seeds	1%
84/38(c)	Needles for net, lace and hosiery manufacture:	1%
(d)	Others	1%
84/41(b)	Needles for sewing machines:	
	Needles for hemming machines and for sewing machines for special uses	1%

No further information is available.

EDB Ext. 420, 475

TAXES ON GOODS AND VEHICLES: By Decree No. 1654 of August 4, 1971, the Syrian authorities have introduced additional taxes on goods and vehicles crossing Syria in transit on the Damascus-Baghdad highway into or from Iraq, with the object of recovering funds spent on the highway's construction. The additional taxes will be applied at the following rates: (a) On merchandise 1. Fresh fruit and vegetables of Syrian origin—L.Syr. 1.50 per ton. 2. Other merchandise: L.Syr. 3 per ton or part of a ton. (b) On vehicles: 1. Tourist vehicles—L.Syr. 20. 2. Passenger vehicles (autobus or minibus)—L.Syr. 10. 3. Trucks, trailers, rubber-tyred tractors—L.Syr. 30. These taxes are additional to those in paragraph (a) above. Goods and vehicles belonging to the Arab Armed Forces, Syrian and Arab official vehicles, and travellers' personal effects are exempted from the provisions of this Decree. No further information is available.

EDB Ext. 420, 475

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Cameroon

IMPORT MODIFICATIONS: Cameroon Law No. 71-L-F of June 4, 1971, announced the following modifications in the complementary import tax:

Tariff Position	Description	Rate New	Rate Former
22.03	Beers	30%	20%
22.05	Wines in bottles of a capacity of three litres or less	30 FCFA per litre	20 FCFA per litre
	Wines otherwise imported	15 FCFA per litre	10FCFA per litre
	Champagne and sparkling wines	20%	10%
	Fortified wine	15 FCFA per litre	10 FCFA per litre
22.06	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts	300 FCFA per litre of pure alcohol	200 FCFA per litre of pure alcohol
22.07	Cider, perry mead, and other fermented beverages	15%	10%
22.08	Ethyl alcoholic, undenatured, of a strength of eighty degrees or higher, other than that for medical use	300 FCFA per litre of pure alcohol	200 FCFA per litre of pure alcohol
22.09	Spirits (other than those of heading No. 22.08); liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages.	300 FCFA per litre of pure alcohol	200 FCFA per litre of pure alcohol
24.02	Cigarettes	90%	exempt
27.10	Gas-oil destined for the traction engines for the use of Regifercam	144 FCFA per barrel*	8.70 FCFA per litre
30.02	Serums, vaccines and similar products	exempt	10%

* 1 barrel = 158.987 litres

EDB Ext. 462, 471/2/3

Ghana

VARIATION OF RATES OF SURCHARGE: In the *Board of Trade Journal* of March 7, 1969 (page 724), details were given of a special surcharge in respect of goods imported into Ghana. A notice has been announced by the Minister of Finance in the Ghana *Commercial and Industrial Bulletin* No. 64 of September 10 as follows:

> Notice is hereby given that the rates of surcharge imposed in respect of the importation of goods specified in the First Schedule to the Temporary Surcharge in Imported Goods Act, 1970 (Act 343) as amended by the Temporary Surcharge on Imported Goods (Amendment) Act, 1971 (Act 376), are hereby revoked and the rates of surcharge in respect of the importation of goods specified in the Schedule to this Notice are hereby substituted therefor.
>
> Recipients of this notice are invited to apply to the inquiry point below for details affecting their products quoting their BTN number if possible.

EDB Ext. 471/2/3

IMPORT INSPECTION PROPOSALS: A notice published in *Trade and Industry* of June 23 announced that with effect from July 1 the General Superintendance Company of Geneva were to inspect some goods for export to Ghana at the point of export and that letters of credit in respect of goods affected would only be valid if the documents included an inspection certificate. It has now been announced that with effect from August 7 the Inspection Agency for Britain will be Qualitest Engineering Services Ltd., Orchard Lea, Winkfield, Windsor.

EDB Ext. 471/2/3

UNIVERSITY OF LIBYA, TRIPOLI

Buildings Tender

The University invites international Contractors to bid for the construction of university accommodation for the faculties of Agriculture and Education, including Labs, Libraries, Lecture Theatres, Services and Catering accommodation totalling altogether approximately 57,000 M².

Conditions and Specifications are obtainable against a non-refundable fee of Lib. Dinars 300, from the Central Tenders Board, University of Libya, Sidi Mersi, Tripoli, Libyan Arab Republic.

Congo (Kinshasa)

IMPORT LICENCES: Congo Kinshasa Bank Circular No. 135 of September 22 announced that import licences would now be required for articles of unhardened rubber under Tariff heading 40.07 to 40.14.

EDB Ext. 462, 471/2/3

Kenya

IMPORT LICENSING REGULATIONS: Legal Notice No. 198 published in the Kenya Gazette Supplement of September 24, announced with effect from September 15, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 8) Order, 1971, which amends the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the Board of Trade Journal of December 13, 1968, pages 1662-1664) to the following extent:

Code	Items
(*a*) by deleting therefrom the following items:	
632 7 0 0	Wooden clothes pegs.
899 5 2 0	Buttons made of urea formaldehyde moulding powder only of size No. 22; buttons made of polyester of sizes Nos. 18, 22 and 24.
(*b*) by inserting therein in their correct numerical order the following new items:	
554 3 0 1	Suede cleaner.
632 7 0 0	All types of clothes pegs including those made of metal and plastic materials.
642 3 0 0	Continuous stationery.
654 0 0 9	Fabric labels (woven).
655 5 0 0	Elastic webbings.
674 5 1 1	Corrugated sheets and plates of iron or steel coated or galvanized of thickness of 0.14 in., or less.
674 5 1 2	Sheets and plates of iron or steel coated or galvanized of a thickness exceeding 0.14 in.
674 5 2 1	Flat sheets and plates of iron or steel coated or galvanized of a thickness of 0.14 in. or less.
674 5 2 2	Flat sheets and plates of iron or steel coated or galvanized of a thickness exceeding 0.14 in.
695 2 1 0	Wood band saw blades.
695 2 3 0	Charcoal irons.
698 1 2 0	Tower bolts (Brass and Aluminium).
729 5 0 0	Water meters.
733 1 1 0	Tricycle.
733 1 2 0	Mudguards and pedals for bicycles.
861 9 3 0	Wooden rulers.
893 0 0 1	Rigid P.V.C. Cold Water pipes.
893 0 0 4	Tiles of plastic materials.
894 4 2 0	Other requisites for outdoor sports, *eg* Footballs, Volley Balls, Netballs, Rugby Footballs, Medicine Balls, Industrial Gloves, etc.
899 5 2 0	Buttons made of urea formaldehyde moulding powder only and those made of polyester.

Note: All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

EDB Ext. 462, 471/2/3

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 537, published in the South African *Government Gazette* of October 8, 1971, contains an application to the Board of Trade and Industries for increase in duty on (1) Kraft paper and paperboard and imitation Kraft and semi-chemical paper and paperboard, with a basis weight per square metre of 150 grams or more and with a burst factor exceeding 22, from 5,000C per 2,000 lb. less 40 per cent of the FOB price with a minimum of 10 per cent *ad valorem* to 6,000C per 2,000 lb. less 40 per cent of the FOB price with a minimum of 20 per cent *ad valorem*. (2) (i) Kraft paper and paperboard and imitation Kraft and semi-chemical paper and paperboard (excluding Kraft paper and paperboard and imitation Kraft and semi-chemical paper and paperboard with a basis weight per square metre of less than 35 grams or with a basis weight per square metre of 150 grams or more and

with a burst factor exceeding 22). (ii) Composite Kraft paper and paperboard (made by sticking flat layers together with an adhesive) not surface coated or impregnated, whether or not internally reinforced and (iii) Corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated Kraft paper and paperboard, from 10 per cent *ad valorem* plus 1,040C per 2,000 lb., to 20 per cent *ad valorem* plus 1,040C per 2,000 lb. And also contains an application for withdrawal of the rebate facilities in respect of: paper and paperboard, in such quantities and at such times as the Secretary for Industries may allow by specific permit, for the manufacture of corrugated paper and paperboard and for the manufacture of boxes (including corrugated paperboard boxes) and paper sacks and bags.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET.

CRE Ext. 2274

PUBLIC HEALTH ACT: A new Public Health Act Regulation published in the South African *Government Gazette* on September 10, prohibits from that date the importation, sale, possession or use of vessels, utensils or other articles to contain, serve, or prepare food or water, which are rusty or defectively jointed or soldered, or are soldered, jointed or coated with, or made of, material containing in any part likely to come into contact with such food or water, any of the substances listed in the first column below in such amounts that when the vessel is filled to capacity with a 4 per cent solution of acetic acid heated on a boiling water bath for half an hour, it will yield to the acetic acid solution amounts of such substances in excess of those indicated in the second column below.

	mg/kg.
Antimony (Sb)	1.0
Arsenic (Ar)	1.0
Cadmium (Cd)	1.0
Copper (Cu)	20.0
Fluorine (F)	1.0
Lead (Pb)	1.0
Nickel (Ni)	50.0
Tin (Su)	250.0
Zinc	50.0

SALES DUTY ON COMMERCIAL SAMPLES: The South African *Government Gazette* of October 1 carried a notice (No. R1711) permitting the refund of sales duty on bona fide samples imported for the taking of orders and exported thereafter.

EDB Ext. 471/2/3

CUSTOMS TARIFF CHANGES: The following changes were notified in the South African *Government Gazette* No. 3270 of October 1, 1971. Changes in the description of items: 1. The tariff headings and subheadings for 09.10, 13.01, 84.45, and 84.60 are amended in order to align them on the Brussels Nomenclature. 2. The provision for electric vibrators under tariff heading 85.22 is deleted and appropriate provision therefor is made under tariff heading 84.59. 3. The description of the subheading 87.02.25 is amended to make it clear that vehicles for the transport of materials are classifiable under this subheading. 4. Toy animals of solid cross-section are now classifiable under subheading 97.03.15. Changes in duty: 1. The rates of duty for tariff heading 41.02 are amended. 2. Specific provision, free of duty, is made for tobacco leaf harvesting and curing appliances with spiral clips, of wire. Changes in Sales Suty: 1. It is made clear that turmeric is not subject to sales duty. (Tariff heading 09.10). 2. The description of tariff heading 32.09 is amended to bring it in line with the description of the tariff heading in Part 1 of Schedule No. 1 and household blue is specifically excluded. 3. Barrier cream in packings of 5 kg. or more is exempted from sales duty. (Tariff heading 33.06.) 4. Carrycots of artificial plastic material are exempted from sales duty. (Tariff heading 39.07.) 5. Rubber belts are exempted from sales duty. (Tariff heading 40.13.) 6. The sales duty on travel goods, handbags, wallets, purses, toilet-cases and similar containers of furskin is decreased from 30 per cent to 15 per cent; articles of furskin for use in machinery or appliances and wooldusters are exempted from sales duty. (Tariff heading 43.03.) 7. Stands and supports for cameras are exempted from sales duty. (Tariff heading 90.07 and 90.08.) 8. The sales duty on spools and reels for film is decreased from 30 per cent to 15 per cent. (Tariff heading 90.10.) Rebates of duty: 1. The heading of item 303.01 is amended to include cleavage products of animal and vegetable fats and oils and provision is made for a rebate of the full duty on linseed, soya bean and coconut oil, for the manufacture of fatty acids. (Tariff heading 15.07.) 2. The provision in item 306.10 for a rebate of duty on linseed oil for the manufacture of fatty acids, is withdrawn. (Tariff heading 15.07.) 3. Provision is made for the rebate of the full duty on petroleum spirit for the manufacture of pressure-sensitive tape of artificial plastic material or of textile material. (Tariff heading 27.10.) 4. Provision is made for a rebate of the full duty on hydrocarbon solvents for the manufacture of synthetic resins and artificial plastics. (Tariff heading 27.10.) 5. Provision is made for a rebate of the full duty on fish, fresh, chilled or frozen, subject to the conditions stated in the item. (Tariff heading 03.01.) 6. The description is amended to make it clear that ball point pens and fountain pens are not admissible under rebate of duty. (Tariff heading 98.03.) Rebates of sales duty: 1. Provision is made for a rebate of the full sales duty on sales duty goods cleared by or for an organisation or body approved by the Secretary for the care of persons with physical or mental defects, subject to certain conditions. 2. The provision for a refund of sales duty on imported sales duty goods which are exported for trade purposes in the same condition as imported, is described more clearly. 3. Provision is made for a refund of sales duty on imported goods on which sales duty amounting to R50 or more has been paid, subject to the conditions stated.

EDB Ext. 471/2/3, 462

Malawi

SUSPENSION OF DUTIES: Government Notice No. 220 amends the Sixth Schedule to the Malawi Customs and Excise Regulations in Part I—Suspension of Customs Duties, with effect from August 1, 1971, by the addition of the following item:

1	2	3	4	5	6
ex 48.01.97	Paperboard coated on both surfaces with plastic: being container manufacturing material	—	Free	Free	Free

In effect this means that the item in column 2 above is now free from import duty and surtax.

EDB Ext. 462, 471/2/3

Gambia

CUSTOMS TARIFF AMENDMENT: The Customs Tariff (Amendment No. 15) Notification, 1971, published in the Gambia

(*continued on next page*)

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GAMBIA

continued

Gazette of July 1 amends the First Schedule to the Customs Tariff as follows:

Tariff No.	Tariff Description	Rate of duty Preferential	General
22.03	Beer (made from malt) including ale, stout and porter	the gallon D2.04	the gallon D2.16
22.04/06	Wines:		
	A. In bottles or containers not exceeding one gallon	the gallon D3.06	the gallon D3.31
	B. Other	the gallon D1.62	the gallon D1.87
24.02	A. Cigars, Cheroots, cigarettes not exceeding 3 lb. weight the thousand	per hundred D1.00	per hundred D1.12
	B. Other cigars, cheroots and cigarettes	the lb. D3.50	the lb. D4.00

The statistical numbers, statistical description and the units of quality set forth against the above items in the First Schedule to the Customs Tariff (Import Duties) remain unchanged.

EDB Ext. 471/2/3

Ivory coast

IMPORTATION OF POTATOES: It has been announced that as from September 1, 1971, the importation of potatoes into the Ivory Coast is to be subject to the prior authorisation.

EDB Ext. 471/2/3 462

Ceylon

STATE TRADING CORPORATION: The Ceylon Government announced on September 10 the setting up under the Sri Lanka State Trading Corporation Act, No. 33 of 1970, of the Weaving Supplies Corporation.

The Objects of the Corporation are listed as:

(a) to assess the requirements of cotton, cotton yarn, synthetic yarn, dyes, chemicals and accessories of the textile industry on the basis of the national targets of production;

(b) to secure the supply of cotton, cotton yarn, synthetic yarn, dyes, chemicals and accessories of the textile industry and to ensure continuous supply of these to the public and private sectors;

(c) to organise, collect, tabulate, analyse statistics and other information essential for planning and regulate inflow of cotton, cotton yarn, synthetic yarn, dyes, chemicals and accessories of the textile industry;

(d) to undertake the marketing by wholesale and retail of cotton, cotton yarn, synthetic yarn, dyes, chemicals and accessories of the textile industry throughout the Island;

(e) to take such measures as are necessary to stabilise and maintain price control of cotton, cotton yarn, synthetic yarn, dyes, chemicals and accessories of the textile industry; and

(f) to act as purchasing, indenting and distributing agent for all public and private sector organisations.

EDB Ext. 416, 477

STATE TRADING CORPORATION (2): The Ceylon Government announced on September 22 the establishment under The State Industrial Corporations Act No. 49, of 1957, of the State Pharmaceuticals Corporation of Ceylon.

The Corporation will set-up and carry on an industrial undertaking for the following purposes:

1. The import, export, purchase, sale and distribution of drugs.
2. The purchase, sale and distribution of locally manufactured or processed drugs.
3. The manufacture, processing, stocking, packing and repacking of drugs.
4. Co-ordination, promotion, development and rationalisation of the manufacture and processing of drugs.
5. Provision of technical assistance for the manufacture and processing of drugs.
6. Pharmacological and pharmaceutical research and the standardisation of drugs.
7. The quality control of drugs.
8. The establishment and promotion of the establishment of fine chemical manufacturing industries.
9. The regulation and control of premises where drugs are manufactured, processed, packed, repacked, stocked or dispensed.
10. The amalgamation with, the participation in, or the purchase of undertakings, manufacturing, processing or stocking of drugs.
11. The undertaking of market research in Ceylon and abroad on drugs, and
12. Acquisition of trade marks and patents relating to drugs.

The expression 'drugs' means all drugs other than ayurvedic and homoœpathic drugs, and includes pharmaceutical preparations, pharmaceutical raw materials and fine chemicals.

EDB Ext. 416, 477

Australia

TARIFF BOARD INQUIRY ON BRANDY: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of brandy (tariff item 22.09.100). This reference has been made as a result of representations by local industry. Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty General	Preferential
22.09.100	Brandy:		
22.09.110	— — Not exceeding the strength of proof	$5.85 per gal and $2.65 per pf gal	$5.75 per gal and $2.65 per pf gal
22.09.120	— — Exceeding the strength of proof	$8.50 per pf gal	$8.40 per pf gal

This matter has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than November 9. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 2751/71.

CRE Ext. 2318/9

TARIFF BOARD (DUMPING) INQUIRY ON PHTHALIC ANHYDRIDE: The Australian Minister for Customs and Excise had referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65;

(a) whether phthalic anhydride
tariff item 29:15.100
has been or is being sold to a person in Australia at an export price which is less than the mormal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Austrialian industry.

Dumping cash securities have been imposed which became effec-

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tive from October 10, 1971. This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than November 8, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 1800/71.

CRE Ext. 2318/9

TARIFF CHANGES: Details are given below of changes made in Australian Customs Tariff by Customs tariff proposals No. 21 (1971) which came into effect on and from October 1, 1971 and include those consequent upon the Tariff Board inquiry into malleable cast iron pipe fittings and part implementation of the Tariff Board inquiry into steam engines, boilers and power units.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1971

Tariff item	Goods	Rate of duty: General	Rate of duty: Preferential
Omit sub-item 65.06.2, insert the following sub-item:			
65.06.2	Of furskin or of sheet paper or sheet paperboard, not being goods falling within sub-item 65.06.1	65%	40%
Omit sub-item 73.20.2, insert the following sub-item:			
73.20.2	Malleable cast iron fittings	To and including 31 December 1972-60%	To and including 31 December 1972-60%
		From and including 1 January 1973 to and including 31 December 1975-50%	From and including 1 January 1973 to and including 31 December 1975-50%
		From and including 1 January 1976-40%	From and including 1 January 1976-40%'
Omit note 13 to Chapter 84, Omit sub-item 84.02.2, insert the following sub-item:			
'84.02.2	Other flue-heated economisers	25%	15%'

EDB Ext. 401, 468/9

New Zealand

EMERGENCY PROTECTION AUTHORITY—WEED KILLERS: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of:

MCPB (2, methyl-4, chlorophenoxybutyric acid and salts and esthers thereof) and

24 DB (2, 4-dichlorophenoxytbutyric acid and salts and esthers thereof).

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
Ex 38.11.39		Free		10 %
Ex 29.16.09		Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by November 5, 1971.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work

(*continued on next page*)

NEW ZEALAND

The technology advances

Each successive year sees huge strides forward in the technology at work in New Zealand. The most modern plant and the latest techniques are being used to process coastal ironsand deposits for steel products. The site is at Glenbrook, near Waiuku, 40 miles south of Auckland.

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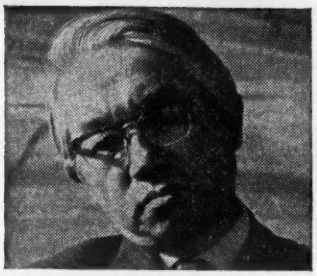

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NEW ZEALAND

continued

entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British Trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division, Reference CRE 3067/71.

CRE Ext. 2321

EMERGENCY PROTECTION AUTHORITY REPORT: Copies of the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Division.

Tariff item	Description
84.42.00	Machinery for tanning hides etc.
84.59.22	Clicking Presses

CRE Ext. 2321

Japan

LIBERALISATION OF IMPORTS: The Japanese Government has announced that the following items have been liberalised with effect from October 1, 1971:

Tariff chapter	Item
ex 01.02	Live animals of the bovine species excluding buffaloes
01.03	Live swine
ex 02.01	Meat and offals of pigs, fresh, chilled or frozen, excluding tongue and internal organs
ex 07.06	Manioc (other than manioc for feed stuffs which was liberalised on September 1, 1970), arrowroot, salep, Jerusalem artichokes, sweet potatoes (excluding fresh sweet potatoes) and other similar roots and tubers with high starch or insulin content, fresh or dried, whole or sliced; sago pith
11.06	Flour and meal of sago and of manioc, arrowroot, salep, and other roots and tubers falling within heading No. 07.06 of the Customs Tariff Schedule
17.03	Molasses, whether or not de-colourised
ex 17.04	Other sugar confectionery (excluding cough drops)
17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion
ex 18.06	Chocolate confectionery; other food preparations containing cocoa and added sugar in powder, plate, or lump
ex 19.08	Cookies, biscuits and crackers
ex 20.02	Mashed potatoes and potato flakes
ex 21.07	Sweet corn, canned only
ex 22.02	Nectar
ex 22.08	Ethyl alcohol under-natured of a strength 80 degrees or higher, de-natured alcohol of any strength
ex 23.01	Flours and meals of fish, residues of fish unfit for human consumption
ex 27.01	Coking coal
27.02	Lignite, whether or not agglomerated
ex 29.05	Menthol
ex 33.01	Peppermint oil (excluding peppermint oil of mitchum type and crude peppermint oil)
35.05	Dextrins and dextrin glues; soluble or roasted starches; starch glues
ex 38.12	Prepared dressings for starching
ex 84.05	Steam turbines, with a rating of more than 400,000 kilowatts
ex 84.54	Digitor analogue converters and analogue digitor converters
ex 85.13	Telephone switchboards and exchanges (electronic system)
ex 85.22	Controllers for digital type electronic computers or for the machines of the following descriptions; input units, output units, input-output units or memory units designed to work in electrical connection with the computers above, and magnetic tape converters or magnetic tape printers used together with the machines of all the foregoing: Other electrical goods and apparatus (those suitable for use solely or principally with the above machines)

EDB Ext. 475

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Ecuador

TARIFF AMENDMENTS: Supreme Decrees 1278 of August 25, 1971 and 1362-C of September 13, 1971 amend the Eduadorean tariff to read as follows:

Tariff No.	Description	Rate of duty: Sucres per kilo net	Rate of duty: Ad val c.i.f.
17.02.01.00	Syrups		
17.02.01.01	Of glucose, in containers of 1 litre or less	2.00	20%
17.02.01.02	Of glucose, in containers of 1 litre or more	0.40	20%
17.02.01.09	Other	3.00	20%
17.02.02.00	Honey substitutes, including mixtures with natural honey	3.00	60%
17.02.03.00	Caramelised sugar and molasses	5.00	60%
17.02.89.00	Other		
17.02.89.01	Glucose	2.00	20%
17.02.89.02	Maltose	3.00	40%
17.02.89.03	Lactose	3.00	40%
17.02.89.04	Laevulose	3.00	40%
17.02.89.99	Other	5.00	60%
29.14.02.07	Vinyl acetate (monomer)		23%
29.27.00.01	Acrylonitrile (monomer)		23%
29.27.00.02	Acetonitrile (monomer)		23%
29.27.00.03	Ethyl exyl acrilate		23%
29.27.00.99	Other		30%
48.16.01.00	Boxes folded or not	5.00	50%
48.16.89.00	Other		
48.16.89.01	Boxes folded or not with a polyethylene coating for selling liquid milk	5.00	30%
48.16.89.99	Other	20.00	50%
69.11.02.01	Dinner services and the like, of natural colour, white or a single uniform colour	6.00	50%
69.12.02.01	Dinner services and the like, of natural colour white or a single uniform colour	1.50	70%
*73.10.00.01	Fermachin (wire rods)	0.10	16%
*84.18.02.99	Other (Liquid and gas filters)	2.50	20%

* = Decree No. 1278

EDB Ext. 474, 476, 7312

Honduras Republic

REGISTRATION/ANALYSIS OF FOODSTUFFS: A notice published in last week's *Trade and Industry* gave information that the regulations regarding registration/analysis of foodstuffs were being stringently enforced; it also mentioned that fees for the registration/analysis of foodstuffs were being charged.

The Honduran authorities have now declared that foodstuffs, including whisky, not registered/analysed by October 25, 1971 will be detained by the Customs authorities. The fee for analysing alcoholic beverages is 100 Lempiras, while the registration fee is 60 Lempiras. (4.82 Lempiras approx. = £1).

EDB Ext. 474, 476, 7312

Chile

PRIOR DEPOSITS: The Executive Committee of the Chilean Central Bank in Session No. 720 of August 24, 1971 (published in the Diario Oficial of August 30) introduced a prior deposit of 10,000% (ten thousand) ad valorem cif on a wide range of goods. Details of those goods affected are available from Tariff Section.

EDB Ext. 474, 476, 7312

Mexico

ADDITION TO THE MEXICAN TARIFF: A new sub-heading has been added to the Mexican tariff. This sub-heading with the rates of duty is set out as follows:

Tariff no.	Description	Rate of duty: Specific +	Rate of duty: Ad val.
84.10.D.012	Hydraulic pumps of the paddle type with a pressure below or up to 3,000 lb. psi or 210 atmosphere	0.10	50%

EDB Ext. 474, 476, 7312

Argentina

PROHIBITION ON USED MACHINERY EXTENDED: Argentina Decree No. 3808, published in the *Boletin Oficial* of September 21, 1971, extends the action of Decree No. 909 of September 11, 1970, suspending imports of used goods and used machinery whether or not reconditioned included in BN Chapters 60, 61, 62, 63, 84, 85, 86, 87 and 90. The only exception being those imports authorised by the Ministry of Industry, Trade and Mining which fulfil the following conditions: (a) that they do not substitute goods which the national industry supplies satisfactorily; (b) that the goods are in a good state of preservation and that their characteristics respond to an appropriate technology for the industrial process for which they may be intended; (c) that the importer is a direct user. No further information is available.

EDB Ext. 474, 476, 7312

TARIFF CHANGES: Argentinian Decree No. 2112 of June 30, 1971, published in the *Boletin Oficial* of July 15, changes the positions, texts and duties of Chapter 73 of the Import Tariff. Details of the above mentioned changes are available from Tariff Section. British exporters requiring further information should specify the products with which they are concerned.

EDB Ext. 474, 476, 7312

SALE OF DOLLAR BONDS: Further to the notice in *Trade and Industry* of September 30, the Argentine Central Bank issued a circular on October 1, removing the 10 per cent surcharge on the value of the dollar bond issue. The bonds will now be sold at par calculated on the basis of the free market rate on the day preceding the sale.

CRE Ext. 2287

Peru

ADDITIONS TO THE NATIONAL REGISTER OF MANUFACTURED GOODS: Directoral Resolutions No. 1460-71-DGI-DECI of August 18, 1971, No. 1640-71-IC/DGI-DECI, of September 15, 1971, No. 1669-71-IC/DGI-DECI and 1670-71-IC/DGI-DECI both of September 23, 1971, add further products to the Peruvian national register of manufactured goods. Accordingly, as long as Peruvian industry can satisfy local demand with regards to quality and quantity, the products on the register can be considered as prohibited imports. Parts of the following tariff numbers are affected: 04.04, 11.01, 11.02, 19.02, 19.03, 19.07, 19.08, 23.02, 23.07, 25.23, 28.04, 28.09, 28.16, 29.23, 30.03, 31.02, 38.19, 68.02, 73.08. 73.12, 73.13, 82.01, 84.08, 84.10, 84.17, 84.22, 84.59, 84.63, 93.07, 98.02.

EDB Ext. 474, 476, 7312

NOTICE TO BUSINESS VISITORS: Businessmen intending to visit Peru in the near future are advised to avoid the period between October 26 and November 6 when hotel accommodation will be seriously stretched in coping with over 1,000 delegates to an international conference.

CRE Ext. 2288

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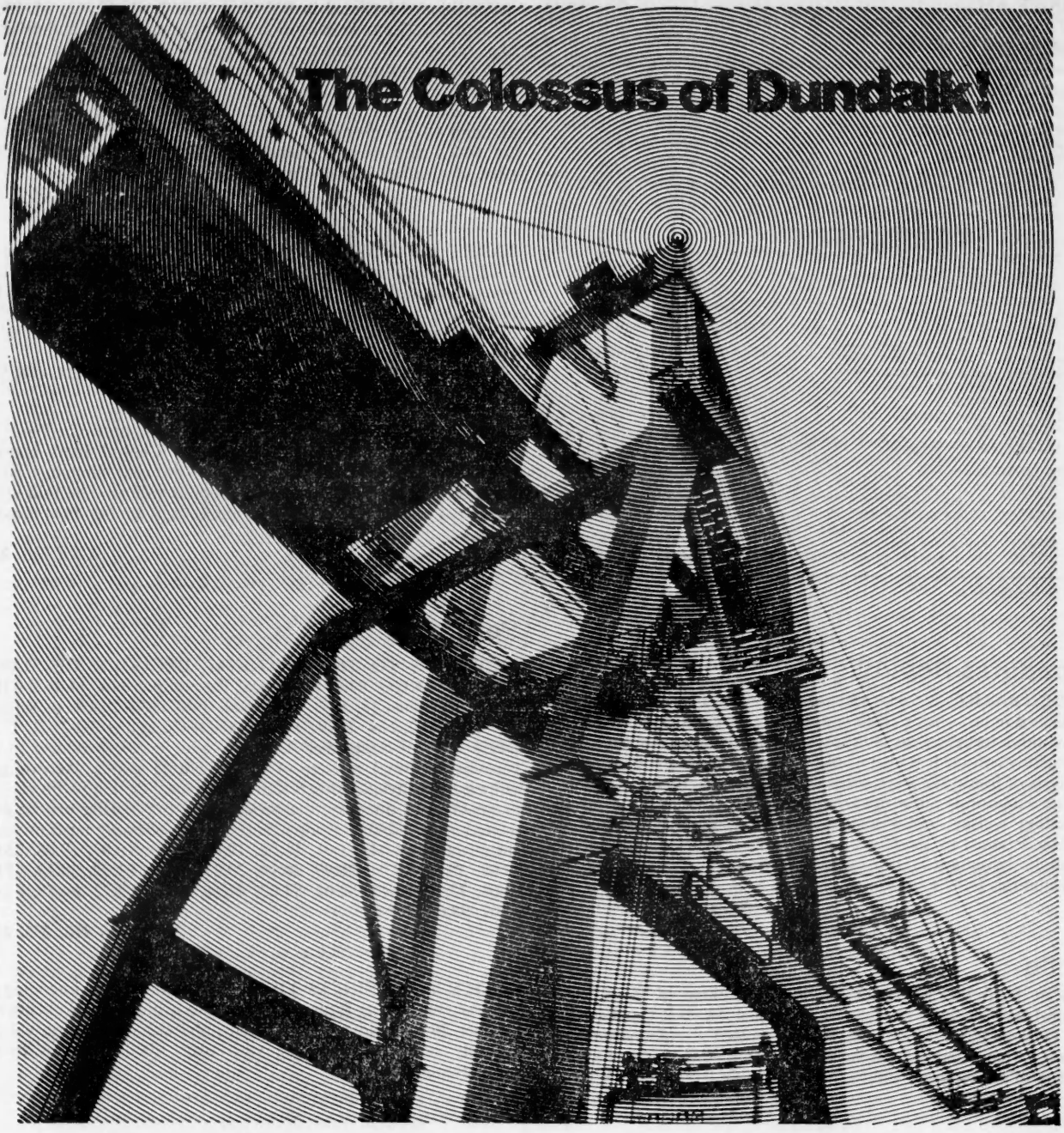

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LONDON, ENGLAND, EC2Y 5ET: Austin G. Tofield, Mgr.; Kenneth L. Newton, Asst. Mgr.; Moor House, 119 London Wall; 01-638 8330

Uruguay

TEMPORARY BAN ON IMPORTS EXTENDED: Further to Decree No. 482/971 of August 3, 1971, the President of the Republic of Uruguay now, by Decree No. 599/971 of September 21, 1971, suspends the import of capital goods until December 31, 1971.

EDB Ext, 474, 476 or 7312

Costa Rica

SOME ORGANIC FERTILISERS PROHIBITED: The import into Costa Rica of the following organic fertilisers has been prohibited: A. Dung of all animals except of marine birds; B. Organic fertilisers containing dung residue, waste of animal origin, hay or straw; C. Fertilisers made from blood, meat, fats etc, of any animal *UNLESS* the manufacturing process is based on temperatures not less than 70° Centigrade for a period of not less than 30 minutes.

EDB Ext. 474, 476, 7312

United States

DIAGNOSTIC X-RAY SYSTEMS AND THEIR MAJOR COMPONENTS: The United States Commissioner of Food and Drugs has announced proposals for a new standard applicable to the emission of Xradiation from diagnostic X-ray systems for use on humans, and for certain of their components. Interested persons may submit written comments to the Hearing Clerk, Room 6-88, 5600 Fishers Lane, Rockville, Md, 20852, not later than December 8, 1971. (Ref. Fr. 8.10.71).

CRE Ext. 2397

MARBLE AND TRAVERTINE PRODUCTS: *Trade and Industry* of April 7, 1971 gave notice of an investigation by the United States Tariff Commission into imports of marble and travertine products. The Commission has now reported that the vote on the finding was equally divided. The President may consider the decision of either group as the finding of the Commission. Copies of the report (TC Publication 420) may be obtained from the US Tariff Commission, 8th and E Street, N.W. Washington, DC 20436. (Fr. 18.9.71).

CRE Ext. 2397

Canada

KNITTED FABRICS—NOTICE OF INQUIRY: The Canadian Textile and Clothing Board have announced their intention to undertake an inquiry into the importation of certain double-knit and warp-knit fabrics classified under tariff item 56805-1, which the Canadian Textiles Institute allege are causing or threatening serious injury to the production in Canada of like goods. The Board proposes: (1) to undertake an inquiry and make a report to the Minister of Industry, Trade and Commerce regarding the effects on Canadian production of imports of double-knit and warp-knit fabrics classified under tariff item 56805-1; (2) to examine any plans for adjustment in their operations which Canadian producers of such goods submit to the Board; and (3) if it should be found that the goods in question are being imported at such prices, in such quantities and under such conditions as to cause or threaten serious injury to the production in Canada of any textile and clothing goods, and that the plans submitted by Canadian producers are acceptable, to include in its report a recommendation as to whether, in the Board's opinion, special measures of protection should be implemented in respect of such goods. The announcement also states that in conducting their inquiry the Board will wish to examine the market in Canada for not only double-knit and warp-knit fabrics, but also for related or competitive fabrics to the extent deemed relevant. However, the Board will not in this inquiry consider proposals for special protection in respect of goods other than double-knit or warp-knit fabrics classified for tariff purposes under Tariff item 56805-1. Interested parties are invited to submit briefs to the Board not later than November 22, 1971. British exporters requiring copies of the full text of the announcement should contact Commercial Relations and Exports Department.

CRE/5 Ext. 2629

Sir Rudy Sternberg (left), chairman of the British Agricultural Export Council, recently met Mr. Clifford M. Hardin, United States Secretary for Agriculture, at the latter's invitation to discuss matters of common interest to the respective agricultural industries.

ECGD ADDRESSES

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

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INDUSTRIAL SURVEYS, TECHNICAL REPORTS edited/written for companies, engineers, consultants, official organisations. Charts, graphs, plans, maps, etc., prepared, and printing arranged, if required. Hamilton Brown & Associates, 161 Lavender Hill, London SW11 5QH. Tel: 01-228 3227.

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Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

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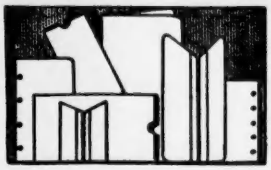

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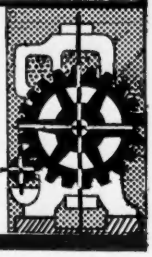

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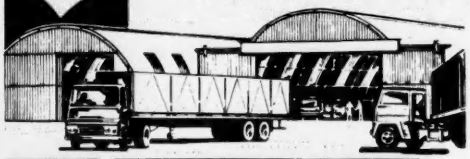

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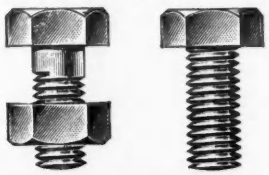

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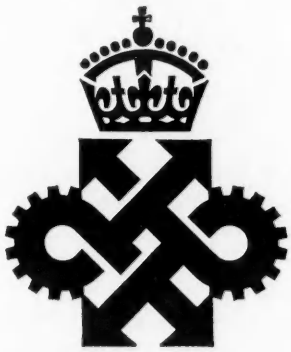

Applications should be submitted as soon as possible before the closing date, 31st October 1971. Official forms and an explanatory booklet are available from: The Office of The Queen's Award to Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 2277

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